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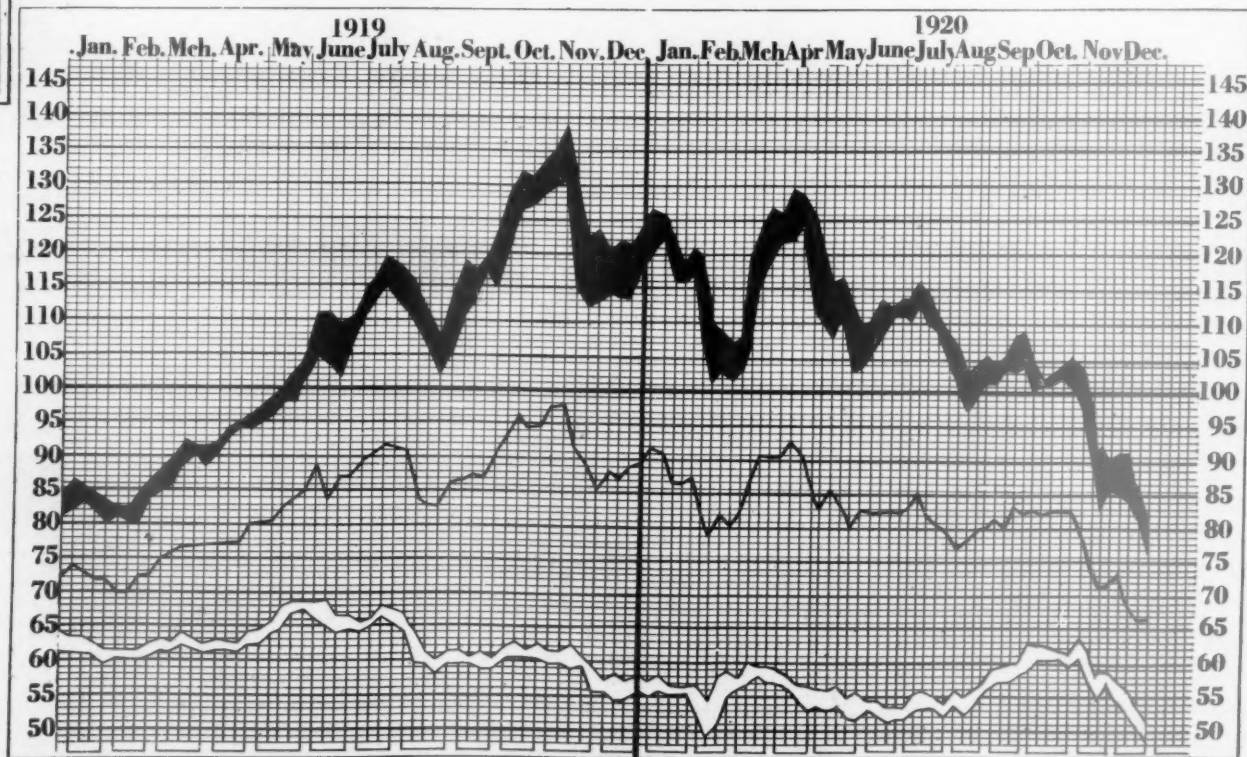
VOL. 16, NO. 415

NEW YORK, MONDAY, DECEMBER 27, 1920

Ten Cents

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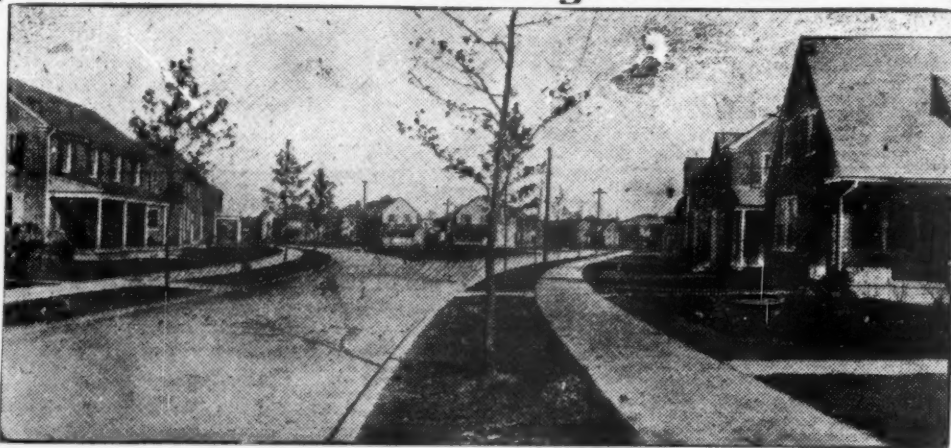
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ANNUAL SURVEY OF BUSINESS.

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NEW YORK, MONDAY, DECEMBER 27, 1920

Ten Cents

Market Records New Low Levels as Year Draws to Close

Intrinsic Values Disregarded as Stock Is Thrown Overboard in Volume Exceeding Any Since Last April—Not the Public But the Big Operators Bearing the Loss—Danger Lies in Probability That Shorts Have Covered and Renewed Selling Would Encounter No Check

THERE are two time-honored traditions of Wall Street, one that the end of a bull market is marked by an amazing increase in volume of business with now and then certain issues touching a new high level; the other that a period of long decline is closed by liquidation exceeding anything that has gone before, with new lows being touched by some of the more active issues. On the face of it the snap judgment might be formed that it was easy to pick the high and the low of the market, whereas the problem is one of the most complicated that the financial district propounds.

Not a few will undoubtedly consider that the debacle in the stock market at the outset of last week presented the earmarks of a forecast telling the end of the decline. Certainly it was drastic while it lasted. The volume of business rose to heights not attained since last April and prices broke to new low levels, quotations in many instances being as much as 100 points below the high for the year. However, it was the opinion of even the experienced in Wall Street that liquidation had run its course prior to last week and that the market, with weak accounts eliminated, was in a position to get some of the rebound which was to be expected as a natural sequence to short covering. These predictions were awry, as the selling pressure of last week indicated, hence there is a reluctance to make any further pronouncements until the course of events in the stock market seems to give a better foundation for the forecasts.

Not since the panic of 1907 has the stock market witnessed such violent liquidation as that which has been going on within the last few days. It is a market which in its excess of fear has disregarded intrinsic values completely. There has been no rhyme or reason to the selling except that the stock market afforded an easy method of gaining possession of needed funds by liquidation of securities. It is not New York alone that has been selling, but the country at large, indicating that there was dire necessity in the throwing over of securities at prices which, in many cases, could not be considered as other than ridiculously cheap.

HARD TO FIX INTRINSIC VALUES

Naturally, in the present case any estimate of intrinsic values must be undertaken with a fine discrimination. There are two broad groups of corporations, namely, those which, during the period of war prosperity, conserved funds by conservative dividend payments, and those which, through more than warranted dividend disbursements, succeeded in giving a false value to their stock, but impaired their future positions. There are many in both classes, and there is also a distinction to be made between old-established companies reporting good earnings and those of the newer variety, which depended on abnormal prices and profits for their earnings; in other words, those which came into being mainly as a result of the war. This is not to say that all of the new companies are bad or that all of the old companies are good.

At all events it is certain that many companies have added to the reserve behind the common stock to an extent that is not reflected in the market position of the shares. Take United States Steel for instance. At the low of last week it was selling at 76%, and yet the company has put back in the company from earnings in the last four years more than the selling price of the shares. There is

another steel company which, for the present year, will report earnings of about half of the present market quotation for the stock. All of this goes to show that there has been a disregard of values in the selling which has been going on and that, in many cases, dollars have actually been sold short, a practice which would be highly dangerous except at a time like the present, when there is no accounting for the temper of the public.

THE PANIC OF 1920?

Whatever it may be called in the par'ance of Wall Street today it is unquestionably true that the future will refer to the panic of 1920. No other term can apply to that which has been going on and most visibly demonstrated in the stock market. For the most part there was a feeling early in the year that prosperity, such as had been enjoyed, would continue indefinitely. All thought of the cycles of business ups and downs was lost. In the last few weeks, however, there has come to be a realization that all was not well. The curtailment of business operations, the increase in unemployment and falling prices for commodities all tended to increase the danger of unduly exciting the public and bringing on heavy liquidation of securities. Furthermore, many business concerns were in a position of having to obtain funds to stave off actual disaster, and it was a natural recourse to turn to the stock market to sell whatever securities were available to get money quickly. This was urgent selling, and its first impetus gathered way from the fact that declining prices brought out more hurried selling of the same sort and so on until there was apparently an endless stream of shares flowing on to the market.

It has been held that the decline of recent days was impelled in part by sales to establish losses for tax purposes. It is unfortunate that selling of this sort should be necessary under the law, but such is the case. There is this to be said, however, that selling to establish losses in the true sense of the phrase means selling to establish a record and a subsequent buying back of the securities, the buying order being put in immediately following the sale. A balance is thereby struck, and selling of this sort, while it would increase the volume of business greatly, would not depress the market nor raise it. However, that which appears to have been going on was selling to establish the loss without the normal repurchase of the securities. With a declining market there was evidently a hope that perhaps the securities could be bought back cheaper later on. But, on the whole, establishing losses has played a relatively small part in the decline, and the same is true of selling to obtain money to meet tax payments.

Last week's display represented liquidation of a decidedly urgent and panicky sort. It is not the so-called lamb of Wall Street who has been the chief sufferer. Again, as in 1907, there has been what might be described as a rich man's panic. The men who were hurt early last week were the big operators, and, strange as it may seem, they were ones in many cases who were hypnotized by their own golden dreams. It is usually said of Wall Street that the experienced men sell out on the way up. That happened last year, but, by some strange freak, the ones who might have been expected to go scot free in a market break were the ones who were caught since they bought their securities back. Take one example, exaggerated to be sure,

but, nevertheless, a fairly good basis of illustration. The promoters of Savold Tire sold their stock on the Curb at a high price, switched their position and bought back only to have the market at the close of last year collapse. They were caught with the stock, and it is indicative of the shrinkage of values between then and now to say that toward the close of last week 500 shares of Savold went at auction for \$20, or 4 cents a share, as compared with a high for last year of 77%, and the last-named figure represents not cents but dollars.

WEAK ACCOUNTS CLOSED OUT

Many promoters of stronger position were able to hold on for a longer period, but the selling of last week undoubtedly reduced their number. It was reported that banks were discriminating against certain stock placed as collateral against loans, and it was the enforced liquidation of such holdings as these that brought about the decidedly sharp break in some issues last week. Insecure accounts were finally tossed over, and, while this augmented the decline and made the market appear as if on the verge of even a worse crash, it is probable that the position was really strengthened. Wall Street has not been without knowledge of the weak accounts, and with those out of the way there is at least a better technical position.

It is, of course, true that bear pressure has been a decided factor in the present market. The professionals have been engaged in the lucrative occupation of selling stocks every time there was a disposition of the market to rally. Also there have been organized raids, reprehensible to a high degree, especially when there is a suspicion that the raiding was undertaken with knowledge of decided advantage at hand to make the operation almost an assured success. In view of this, the cry has once more been raised to prohibit short selling, but this is from those who cannot be aware of the danger which would result from such an undertaking. Short covering provides the only cushion for a declining market, and to eliminate this safeguard would be to make breaks even more pronounced than they have been.

The real danger underlying the situation at present is that the shorts have been able to cover without bidding for stocks and with issues at such low prices there might be a diffidence about again assuming the short position. Should this be true further liquidation of long stock would cause serious consequences should it be crowded into any one day. From all the earmarks, however, it seems as if liquidation must have run its course and that the market of early last week marked the low point, though, of course, there can be no assurance of this.

The outstanding factor for the moment seems to be the lack of buying power. The public has been scared out of the market. Those who had securities have sold either because of fear or the need of money, and there is little disposition to assume the long side by those in possession of funds since, as in every declining market, it is hoped the bargains already existing may become bargains of even greater attractiveness. In consequence, the market lacks buying power to force any running in of such short interest as may exist.

Buying power and confidence are almost interchangeable terms, so far as Wall Street is concerned. The one cannot exist without the other;

in fact, one is actually a part of the other. For the moment, confidence has been shaken. There has been enough in the actual economic forces at work to cause doubt, and added to this is the rumor mart, always a busy hive in any period of declining prices. It is the reflection of sentiment to a certain degree, but it runs to extremes whether the instance be a bull or a bear market. In the present case, the financial district has been harboring all manner of dire predictions, whispered about with a knowing shake of the head, and most of them are like the snowball which keeps accumulating size in the course of its rolling. One man says "it looks as if there might be failures." Another in repeating it says: "I hear there are

some big firms going to fail," and before long the names of certain companies are thrown in for good measure. All the rules in the world can be passed against it and laws written, but it will still be a part of Wall Street. Not a few times rumors have a basis of fact, but by the telling two or three times the news has been warped out of all semblance to the original. How much this sort of thing has played a part in the recent decline can only be conjectured, but, at least, it has been of no mean proportions. And it is the circulation of such rumors which strikes at the root of confidence and dries up demand.

There is, however, the typical bargain-hunter and the odd-lot buyer who gets his impressions,

not from Wall Street in particular, who have been picking up stocks recently. From all reports odd-lot buying is extensive, but it is not of a volume sufficient to absorb by any means the offerings of heavy liquidation. It is generally agreed now that, barring technical rallies, the stock market will not show great signs of improvement until confidence throughout the country has been greatly bolstered up, and that may not take place until the business outlook changes for the better. After any big decline there is usually a rebound of prices on short covering and then a settling down into what is termed a traders' market. If Wall Street history is to repeat itself that might be expected to happen in the present case.

The Future of Gold as a Standard of Monetary Value

Striking Survey of the Situation as the Result of the Diminishing Output as Presented to the International Financial Conference in Belgium—Confidence of Nations Must be Restored by a Reversion to Sound Methods

Though little publicity has been given in this country to the views of Henry Strakosch on the future of gold as a standard of value as expressed to the International Financial Conference at Brussels, his survey of the situation is regarded by the Bankers Trust Company of New York as of such striking interest that the latest bulletin of the bank's foreign information department is devoted to the publication of the address from a verbatim report. Mr. Strakosch is an Austrian, who has been engaged in South African mining and financial enterprises since 1896. His address in part follows:

GOLD as the standard of value and as the foundation of the currency and credit organizations of the civilized world has proved so efficient that it cannot be supposed that it will be abandoned in the future. It is well, therefore, to examine the question of gold production, and the uses to which it is put. Those factors are of very considerable importance in the consideration of the currency problems before us."

Mr. Strakosch then reviewed the production generally from 1893 to 1915, when it reached the high-water mark of 96 millions sterling, rapidly declining until 1919, when the value of the total world output was reduced to 72 millions sterling.

Judging from the figures so far available for the current year Mr. Strakosch estimates that the yield will not exceed 69 millions sterling, while a review of gold mining generally, he believes, points to the probability that the world output will show a further decline in 1921, and that from then onward the output will more or less steadily recede. The discovery of a new field, even of the size of the Klondike, would only slightly affect the situation, according to Mr. Strakosch, who declares that a radical change in gold production can only be expected if the discovery is of an outstanding character. Of the uses to which the gold output of the world has been put he says:

"Taking the years 1907 to 1913, when the output of gold on an average amounted to 94.7 million sterling, the available data indicate that that amount has been absorbed to the extent of 22.6 millions (or 23.8 per cent.) for industrial purposes and for the arts in Europe and America, while the East, and especially India, has taken 17.7 millions sterling (or 18.7 per cent.) of the world's production, so that the world consumption of gold for purposes other than money has amounted to 40.3 millions (or 42.5 per cent.) The balance of 54.4 millions (or 57.5 per cent.) may be assumed to have been devoted to monetary purposes.

THE MOVEMENT OF GOLD

"The destination of gold produced in the Transvaal since the free disposal in the best market of that country's output was permitted in July, 1919, is instructive not only because there are precise data available, but because they may fairly be taken as indicative of the movement of gold produced in the rest of the world. From that time down to Sept. 3 last India, the Straits Settlements and coined gold reshipped to South Africa to replace exports of specie from that country to the East have accounted for no less than 59.9 per cent. of the gold production of the Transvaal, while 6.5 per cent. was used for industrial purposes in Europe, so that a total of 66.4 per cent. was devoted to purposes other than money (which compares with 42.5 per cent. for the period of 1907-13), leaving for monetary purposes 33.6 per cent., which

compares with 57.5 per cent. for the period 1907-13.

"The rapidly diminishing world output of gold and the radical change which has taken place in the uses to which that metal is put at present, as compared with pre-war days, deserve special attention. What are the reasons for these phenomena and what lessons do they teach us?

"As regards the diminution in output it is clear that this has been brought about by increased cost of production, which was unaccompanied by a corresponding rise in the value of gold.

ORIENTAL DEMAND INCREASING

"As to the change in the uses of gold, the conclusion is irresistible that the low value of gold in terms of commodities has very materially extended the demand for the metal in the East and for industrial purposes. The century-old habit of Eastern peoples, and especially of those in India, to accumulate their savings in precious metals is well known. The vast population of that country, though individually poor as measured by European ideas, is thrifty and its cumulative capacity for saving great.

"While their inclination to invest their savings in silver has always been marked, the increased prosperity of the country and the change in the relative value of gold and silver, i. e., the rise in the price of silver and the fall in the price of gold, have as their natural consequence an increased demand for the yellow metal for which these Eastern peoples are evidently prepared to pay more than the Western world is willing to give in order to secure it for monetary purposes. The cheapness of gold has also very naturally stimulated its demand for industrial purposes in the West. Hence the material curtailment of the supply of gold for monetary purposes.

"It is not by mere accident that the great economic progress of the world during the last quarter of a century prior to the outbreak of war has coincided with the steady and material increase of gold production. One may fairly conclude that this increased gold production was largely responsible

for bringing about the very general adoption of the gold standard, and it is unnecessary to emphasize the inestimable value which the wide adoption of that standard, with its stabilizing effect upon the exchanges, has had upon the economic progress of the world."

Considering the prospect of a diminished world gold output and measures having for their object economy in the use of gold for monetary purposes, as well as to prevent the value of gold from rising to its pre-war level, Mr. Strakosch told the conference:

"To prevent the value of gold from rising means, in other words, to stop the price of commodities from falling in terms of gold. I, for my part, entertain great doubt as to the possibility of achieving this by international agreement. But if it were possible, what would be the consequence? The figures which I have given you showing the material changes in the uses of gold since its price in terms of commodities has fallen, clearly indicate the effect of any attempt to fix the value of gold at its present level.

"It would lead to a materially diminishing world output of gold, and, what is more, it would divert, as it has done during the last year, an increasing proportion to non-monetary uses. It is unnecessary to dwell upon the detrimental and far-reaching effects which would result from starving the monetary systems of the Western world in this manner. Is not, then, the conclusion forced upon one that it is neither practicable nor desirable to prevent the price of gold from rising in terms of commodities?

EFFECT OF PRICE RISE

"I would add that a rise in the price of gold, while probably not increasing the world output of that metal, will certainly tend to retard its decline. But, what is more important, it will have the effect—as in pre-war days—of preventing a predominant proportion of the gold output from being used for

Continued on Page 806



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Growth of the Bank Acceptance as an Instrument of Credit

From an Aggregate of \$13,000,000 in 1915 the Amount Outstanding Has Increased Steadily Until in September of This Year the Total Liabilities of the Banks on This Account Had Reached the Sum of \$414,000,000

By OLIVER C. LOCKHART

LIABILITIES on account of bank acceptances were first separately stated in Reports of Condition of National Banks as of Sept. 2, 1915, when they aggregated \$13,000,000. Their amount has steadily increased since that time, and on Sept. 8, 1920, reached the sum of \$414,583,000. It must, of course, be recognized that the volume of business in terms of money has also greatly increased since 1915, but an increasing proportion of the business has been financed by means of bank acceptances. At the present time State bank and trust company members of the Federal Reserve system have outstanding about \$240,000,000 of acceptances, or more than one-third the total liabilities of member banks.

Although complete information as to the origin of the bills is not available, it is certain that the great bulk of bankers' acceptances in this country is drawn in connection with foreign trade. Not only was this class of acceptances first developed, but its use is less restricted under the law. The Federal Reserve act permits member banks, with the approval of the Federal Reserve Board, to accept drafts up to the amount of their capital and surplus. These may all be bills arising in foreign trade, while bills drawn in domestic trade may not be accepted in an amount exceeding one-half the accepting bank's capital and surplus. No doubt the development of the domestic acceptance has been somewhat retarded by the fact that provision of other sorts is more ample for domestic than for foreign financing. For these reasons the supply of foreign trade bills in the market has been relatively greater than the supply of domestic bills. Nearly three-fourths of the bankers' acceptances purchased in the open market by Federal Reserve Banks in the twenty-one months ended September, 1920, were drawn in the financing of foreign trade.

It is probable also that the relative concentration of foreign trade in the Eastern seaboard cities, particularly in New York, tends toward the creation of a proportionately larger supply of foreign trade acceptances, for it is in these cities that a large part of our bankers' acceptances originate. Member banks in New York City alone execute nearly as many acceptances as those created by all other member banks combined.

VALUE OF MARKET

The market for bank acceptances is still to a considerable extent in the Federal Reserve Banks, and the accompanying table shows the amount of member-banks' acceptances outstanding as of the dates specified, and the amount of such acceptances purchased and held by Federal Reserve Banks at the nearest available dates, together with the percentage of the total outstanding which has been lodged with the Federal Reserve Banks. For purposes of comparison a column has been added to show the total amount of bank acceptances held by Reserve Banks, whether acquired by discount or by purchase.

It is next in order to notice the importance of the rôle which the market for bank acceptances should play in our banking and credit arrangements. In this connection it must be remembered that the quality of banking assets is not merely a question of their ultimate security; it is quite as much a question of their ready marketability. Hence the prime necessity of a broad acceptance discount market to which the banks of all districts and all countries may have access when they find it desirable to modify their cash position or shift their investments.

Such a market facilitates the flow of credit between regions and between countries. To it will come banks seeking investment for surplus funds, which are thus made available to other banks whose cash position requires strengthening in order to meet the needs of their customers either for cash or for loan accommodation. When the tide turns and these banks find themselves in funds they may purchase acceptances freely in the market in the assurance that they may realize upon them whenever desired without risk of appreciable loss.

No other market performs this function of facilitating the flow of credit so efficiently as the discount market. The security markets may be ever so broad, but the relatively long maturities and the variety of influences playing upon the value of stocks and bonds render their prices liable to wide fluctuations within brief periods. So also with the

security call loan market, which at best is not particularly well adapted to the needs of banks remote from the security market. Call loans on stock and bond collateral are not really callable, they are only shiftable. Hence, if other institutions are not expanding their loans of this character at the time it may be necessary for the bank to sell the collateral securities in order to realize on the loan. Such sales inevitably tend to break the market, and the realizing bank may be compelled to take a disturbing loss.

SHORT-TERM FINANCING

Neither are the rediscounting facilities of the Federal Reserve Banks adequate to this purpose of equalizing the flow of credit. A rediscounting bank must use its own credit to a degree in rediscounting, while in the acceptance discount market the contingent liability assumed by the indorser-seller is as a rule hardly more than nominal. Moreover, while the Federal Reserve Banks must and should play a large part in the open market, it would be unwise policy for a great commercial nation such as ours to rely too largely upon them, for real elasticity necessitates the maintenance of lending resources in excess of absolute requirements. For this reason it is important that business concerns generally should be acquainted with the facilities of the acceptance discount market as a medium for investing temporarily idle funds, subject virtually to call when needed through the ready marketability of acceptances. Their participation would broaden the market and thereby at times materially relieve Federal Reserve Banks of their present responsibility for its maintenance.

A broad market of this sort is of benefit to the entire industrial community, since it tends both to equalize and to stabilize rates of interest among regions and countries and in different periods of time. Thus costs are stabilized and risks of fluctuation reduced. Conditions since the establishment of the Federal Reserve Banks have not permitted American business to obtain the full benefit which such a market normally affords. The exigencies of war finance led to control of discount rates, and also to the issuance of vast amounts of short-term Government obligations which have inevitably restricted the scope of the acceptance discount market. But the experience of European countries amply demonstrates the benefits which may, under normal conditions, be derived from such a market by way of greater certainty and stability in short-term financing.

It should be observed that these benefits affect not only financing by the acceptance method but other forms of short-term financing as well. Because of the better control of their funds obtained through the use of the acceptance discount market, banks are in a position to extend credit more freely in whatever form desired. In this way their services to the business community are greatly enhanced.

An open discount market is, moreover, essential to the continued development of the use of dollar exchange in the world's markets, with all the savings and benefits to our international trade which that implies. Foreign banks cannot buy dollar exchange unless they can be certain of discounting bills at will and at stable rates. Unless foreign bankers will buy dollar bills, exporters in other

countries will refuse them in settlement of sales to American importers, and the cost of goods in this country will again be subject to fluctuation with the values of foreign currencies and to additions by way of commissions to foreign bankers. Finally, an open acceptance market in which foreign as well as domestic banking institutions participate is essential to normal control over gold shipments through variations in discount rates.

France in Control of the World's Potash

AMONG the assets which France obtained with the return of Alsace-Lorraine and which rank in importance with the coal fields and iron mines of Lorraine are the potash fields of Alsace. These beds cover a territory of about 200 square kilometers in the plain of Sundgau. Their content is estimated at 1,472,000,000 tons of chloride of potassium, which would give 22 per cent., or 323,852,000 tons, of pure potash.

There are only two large potash deposits in the world, those in Alsace and in Germany near Stassfurt. France in the future is therefore in a position to furnish potash to the entire world. The United States in 1913 imported 250,000 tons of potash, all from Germany; that is, from Alsace-Lorraine and the Stassfurt mines.

The Alsatian beds produce a salt called sylvinite, a mixture of potassium chloride and sodium chloride containing from 12 to 22 per cent. pure potash, depending upon the nature of the salt. These beds produce also pure potassium chlorides giving from 50 to 60 per cent. potash.

Under present conditions of operation these beds in 1919 furnished 250,000 tons of crude salt, while for the present year they will furnish about 500,000 tons; that is, 100,000 tons of pure potash. This quantity can be greatly increased, depending upon improvement in machinery and methods of extraction.

Anticipate the Future

LEADING economists predicted the business situation which exists at present. They now predict a strong bond market with a tendency towards higher price levels. He who buys conservative bonds under present conditions will receive a large income which will increase in purchasing power and in addition is taking advantage of investment prices which seem low.

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Producer and Retailer at Odds Over Price Reductions

Recent Marked Recessions Are Not Passed Along to the Consumer Declares Manufacturer Who Complain That the Reluctance of the Storekeepers to Meet the Situation Is Resulting in Stagnation in Buying

THERE is serious controversy between producers and retailers as to whether the latter are passing along to the public the big drop in prices that has occurred during recent weeks. Producers point to the unprecedented recession that has overtaken wholesale prices, and then to the prices in the display windows of retail merchants which, they assert, do not fairly reflect the scale of reductions demanded by the public and warranted by conditions.

It is not so much that the producers object to the retailers getting those prices if they can, but they contend that the public will not buy at prevailing retail levels, and therefore the goods will remain on the storekeepers' hands. This means a delayed revival of business and a lack of orders for the manufacturers.

This is illustrated by a letter which was recently sent out by the sales manager in a Middle Western shoe factory to his salesmen in various territories, and which is typical of much else that has been said and written along the same lines. Under the caption "Who is holding up the wheels of the shoe business today?" he wrote:

"The retailer is! In altogether too many instances he is trying to keep up wartime prices after the war is over, forgetting that newspapers have led the consuming public to believe shoes should be much lower. To break the present deadlock, retailers must see that it is to their financial interest to have the stream of buying flow steadily along, instead of standing stagnant.

"The longer stagnation lasts, the worse will be the results. Retailers will lose their old-time patrons, and must spend large sums of money to win back the old or get new customers. Manufacturers will eventually lose their shoemakers, and will require much time to build up their organizations again, getting poorer workmanship while they're doing that.

THE RETAILER'S POSITION

"And yet it is not so hard to understand the viewpoint of the retailer, who hopes to average his prices down slowly. He has a quantity of shoes for which he paid, say, \$10, and he expects to sell them for \$15. But wholesale prices have dropped so he can buy the same shoes now for \$7 and sell them for about \$10. Now, if he marked his original purchase down to \$10 he could probably sell them promptly, buy more for \$7, sell again at \$10 and so on, keeping up a constant flow of business, and, after the first loss, making a good profit.

"But many a retailer, having bought at \$10, cannot make up his mind to sell for \$10, or even less, therefore he obstinately keeps the old prices on the shoes and offers them for sale at \$15, or maybe \$13 or \$12. His eyes are fixed on an imaginary sale at that price, and he clings to the illusion of a purely imaginary profit. That is, of course, human nature, and very easy to understand, but the retailer forgets that there is a lot of human nature in his customer also.

"We all know that price tags in windows today are not at all justified by replacement figures. No wonder the shoe industry is quiet! Tanners and shoe manufacturers have taken their medicine. The retailer is afraid to take his. When he does get the confidence of the public by quoting right prices, then you'll begin to sell him shoes. The retailer

should fix his eyes, not on a single loss, but on all the future profits he will make, once he gets business going again. His real interest is in the flowing river and not in the stagnant marsh."

To all assaults and charges that he is not reducing prices the average retailer has a ready answer. It usually consists of the two words "I am," and there are many show windows these days which are beginning to prove the truth of his assertion.

But in the present situation the retailer is at something of a disadvantage in proving his assertion, due to the fact that there is no organized instrumentality to standardize retail prices, such as the great commodity exchanges which clearly register price changes by means of open-market bidding. Wholesale prices there become fixed commercial entities, responding within a given time to changed conditions. The record is clear for all men to see and abide by. But retail prices are not so definitely standardized. They are subject to all manner of local conditions and varying factors which may justify one merchant in asking a certain price which another could not meet.

PSYCHOLOGY OF THE SITUATION

Even in stable times retail prices are uneven affairs, subject to variable conditions of purchase and distribution, overhead costs, financing expenses and innumerable other details operative to a controlling degree in small business. Also the prices the public in one locality can pay do not represent the prices that people in another section are willing to pay. Thus the great waves of price reductions which start in the primary markets become broken up into an infinite number of small undulations by the time they reach the ultimate consumer through a myriad of retail stores subject to varying conditions.

Also in a period of falling prices the small retail dealer is at something of a disadvantage as compared with large producing corporations in respect to financial arrangements. In a period of rising prices and excessive profits a well-conducted corporation, which is a relatively impersonal business unit, is better able, for psychological reasons, if for no other, to set aside ample surpluses against depreciations, which will inevitably occur in the subsequent period of falling prices.

The situation is different in comparatively small retail business units involving the direct personal ownership which characterizes the great number of retail establishments. With unusual profits pouring into the till each day, it is only human nature to take more out of the business for personal expenditures, for investments, expansion or for other purposes than sound business practice warrants. In other words, he would be a Spartan business man who would voluntarily deny himself free access to his own till in the period of unusual profits in order to premeditatedly set aside a surplus to provide against losses to be incurred later in giving the public prompt benefit of falling prices in the period of reaction. It would be much more human for him to believe that his business would continue sufficiently good in the period of reaction to make such wise provision unnecessary. Of course that is not sound reasoning, but it is human.

It is undoubtedly true that many retail merchants are finding their business in the present

movement much worse than they ever expected it to be. However, to meet falling prices by reductions of their stocks of goods bought at higher levels, would mean to accept such losses as to require them to lower their own standard of living or even to dip into their personal savings in order to put back as capital some of the former excessive profits. In some cases it would mean even to sacrifice some of their cherished belongings and investments—as evidenced by the widespread liquidation of stocks depressing the Exchange lately; and the flood of relinquished automobiles which deluged the used-car market recently.

SMALL BUSINESS FAILURES

In other instances the situation is worse. To accept the full force of losses now would mean virtually to throw their business into bankruptcy. Therefore it is only natural that they should resist the drop in prices as long as possible, hanging on in the hope of a revival in buying by the public which will enable them to dispose of their stocks at such levels as will at least bring them out of the present phases of business readjustment without losses or complete business annihilation. This, of course, is no defense of doing business on the unsound lines indicated. It is merely an analysis of the factor of human psychology involved in the retail unit aspect of business during a period of price recessions.

At the inception of the downward movement it would have been much easier for retailers to have taken moderate losses and restocked at cheaper wholesale prices, for then there was a fair public demand which would have taken their goods off their hands. But the movement has now gone so far, and the margin of loss has widened so greatly, that many merchants have been left in a precarious position.

The progress of this condition is evidenced by the growing number of business failures. The character of these failures increasingly reflects the difference pointed out above as to the financial management of big corporations and small business units in expanding times. The significant feature of these failures is that there has been no great bankruptcies, but there has been a large number of small businesses in trouble.

In this situation it is not only by means of words that the wholesalers and producers are assailing the retail merchant, but there is a widespread movement for cutting around him. One is by means of direct sales to the public, eliminating thereby middlemen's and retailers' profits in an effort to find price levels at which the public will renew normal purchasing. It is the contention of the producers that there is no lack of buying power in the public, but that it simply refuses to buy unless its ideas of low prices are met.

In addition to this direct selling movement by means of establishing temporary distributing centres, some manufacturers are promoting the formation of co-operative buying groups among consumers for the purpose of buying their supplies at wholesale.

How far these two methods have gone or will finally develop it is hard to say, but they are adding considerably to the present disquietude of the unhappy retailer.

The Future of Gold as a Standard of Monetary Value

Continued from Page 804

purposes other than money, so that we may in these circumstances again look forward to a very substantial proportion of the gold produced annually being devoted to monetary purposes.

"It is true that a rise in the value of gold—connoting as it does a prolonged process of deflation with falling commodity prices—would have detrimental effects on trade and enterprise, and consequently upon employment. But can it be expected that the maintenance of high commodity prices by a more or less permanent depreciation of the monetary standards will avert these pernicious effects? I, for my part, doubt it. The ravages of war have naturally very materially reduced the real purchasing power of the people, and that can

only be gradually restored by savings resulting from increased production.

VISION OF HARD TIMES

"Hard times and unemployment there will be whether commodity prices are kept high—by allowing a greater amount of money to circulate—or whether deflation is practiced, and it is at least open to doubt whether hard times and unemployment, concurrent with a high level of commodity prices, are not more conducive to social upheavals than unemployment which coincides with lower commodity prices. To my mind the former set of circumstances is the more dangerous to the present order of society."

It was pointed out that great strides in the direction of economizing gold for monetary purposes had been made in the decade or so before the war.

"The progress in that direction was undoubtedly due in a very large measure to the increasing mutual confidence in the methods of money and credit creation practiced by the great commercial nations," said Mr. Strakosch in conclusion. "The money and credit policies imposed upon most of the nations—it is true by the hard necessities of war—are not conducive to restoring that confidence immediately. Only the putting into practice of a fixed determination to revert to sound methods can in time re-establish it, and thus pave the way to economies in the use of gold for monetary purposes."

Copper and Brass Producers Facing Serious Problem

Report of Research Committee Shows That the Substitution of Other Metals in the Industries and the Dumping of Government "War Scrap" on the Market Is Causing Marked Decrease in Demand—Organization and an Advertising Campaign Recommended to Meet the Situation

By ROBERT MOUNTSIEER

WHAT'S wrong with copper?

This important question loomed up in the copper and brass industries to such an extent that early this year the leading copper producers and brass manufacturers of the country formed an organization known as the Copper and Brass Research Committee to make a thorough investigation of the problem and to consider remedies. Represented on this committee are the Anaconda Mining Company, the American Smelting and Refining Company, the Phelps-Dodge Corporation and the Calumet and Hecla Company, the American Brass Company and the "independents" forming the American Brass and Copper Statistical Exchange.

Through investigators in this country and Europe the committee conducted a research campaign that covered every phase of the copper and brass industries from the methods of the producers, fabricators and manufacturers to the various industries and trades using copper products in one form or another. This investigation recently came to a close, and a series of printed reports containing the results and specific recommendations are now being considered by the companies represented by the committee.

It has been found that various factors have contributed to the depression in the copper producing and copper and brass manufacturing industries, which appears to have reached its climax the first of this month with 14-cent copper, a price which is generally conceded to be under the average cost of production. General industrial stagnation natural to the post-war period has had, of course, its effect on copper, with cancellations, especially in the automobile industry, and strikes in brass mills, on railroads and in coal mines, curtailing sales. But the most important factors have been the swamping of the markets with copper and brass war supplies and scrap, the increasing use of substitutes for copper and its alloys, the failure of export business to meet expectations and the persistent refusal of fabricators to buy copper at 18 and 19 cents.

GOVERNMENT WAR SUPPLIES

When late last year the Government announced that it would place on the market for commercial purposes 100,000,000 pounds of copper and brass, originally bought for war purposes, the copper producers' burden assumed serious proportions. The situation was even worse in France, England and Germany, which had such enormous supplies of scrap that they needed to buy only limited quantities of electrolytic. Improvement in the situation during the first half of this year was due mainly to the swift revival of industry involving a heavy domestic consumption. The corresponding demand on the fabricators required that more than half their output be copper and brass sheets at a time when there was hardly a rolling mill in the country that was not lacking in machinery for rolling sheets and over-equipped in machinery for the manufacture of rods and tubes, a situation due to war necessities. Exclusive of wire, the mills of the country were turning out copper and brass for general mechanical purposes at the rate of 650,000,000 pounds annually.

To meet the situation caused by the dumping of Government war supplies of copper and brass—supplies that had kept the metals out of industry and compelled the extensive use of substitutes—the producers' first move was the heavy curtailment of production at the mines.

In 1918, the country's second largest year of copper production, 1,908,500,000 pounds of copper were produced by more than 1,000 mines and handled by 10 refineries. Almost three-fourths, or 72.71 per cent., of the entire output for that year was marketed by three organizations—the Anaconda, through the United Metals Selling Company; the United Smelting and Refining Company and the Phelps-Dodge Corporation. In 1919 the copper production was cut to 1,209,000,000 pounds, but this year, in spite of curtailments, the total output will probably exceed this figure. Copper stocks in the hands of producers on Aug. 1 amounted to 415,000,000 pounds, one-fourth of which was regarded as heavy under normal conditions.

But plentiful as copper and brass have been since the end of the war at prices increased less over pre-war schedules than those of other metals, copper products have not come back into the

Production (in pounds) by the Leading Copper Companies in 1916

Anaconda	307,400,000
Utah Copper	187,500,000
Inspiration	120,800,000
Nevada Consolidated	90,700,000
Chino Copper	72,300,000
Copper Queen	102,700,000
Ray Consolidated	75,000,000
United Verde	58,300,000
United Verde Extension	36,400,000
Old Dominion and United Globe	28,700,000
Calumet and Hecla	71,300,000
Miami Copper	53,500,000
Ahmeek	24,100,000
Copper Range	54,700,000
Arizona Copper	34,100,000
Calumet and Arizona	70,700,000
Kennecott Copper	108,400,000
Total	1,496,600,000
Total of United States	1,928,000,000

general use that was theirs before the war. The investigation of the industrial use of copper and brass in the United States shows industries in which these metals are holding their own but are menaced and other industries in which copper and brass have been wholly or partially abandoned in favor of other metals or materials.

Notable among the latter group is the building industry, which formerly consumed enormous quantities of copper and brass. Despite the unanimity of opinion among architects and building contractors concerning the superiority of copper and brass over all other metals for roofing, plumbing and hardware purposes, the substitution of inferior metals and materials has been going on for years. Roofing copper has been almost entirely displaced by galvanized iron and plastic materials, the investors in buildings lacking knowledge of the ultimate saving accomplished by its use—a knowledge centuries old in France and Germany. In plumbing, brass pipe has been to a large extent supplanted by iron pipe of marked inferiority.

Iron and steel have made serious inroads in the hardware industry, which each year passes on to the public millions of pounds of copper and brass in one form or another. Five years ago the volume of brass sold by hardware dealers in the form of screws, screw parts, hinges, bolts and numerous other small articles was twice what it is today. Screws, nuts, knurls, &c., which formerly were made of solid brass, are today made in large quantities of steel plated with brass, and are bought by the purchaser as brass without his knowing that the chief merit of brass, its resistance to corrosion, is absent in the brass-plated steel object.

As the war contributed to the falling off of copper and brass in the building industry, so are its effects today a distinct obstacle to the rehabilitation of these metals in building. The necessity for low initial costs has led to architects and builders specifying and urging substitutes, which are often accepted by the investor because he is unaware of the merits of copper and brass and of the ultimate saving achieved by their use.

COSTLY SUBSTITUTION

In no one industry has public ignorance of the merits of copper and brass been more costly than in automobiles. Since the first year of the war there has been a steady tendency toward iron products, until the total amount of copper and brass now used in the average automobile is about thirty-six pounds. To this substitution in structural and working parts is attributed the tremendous increase in the automobile repair business in the last few years. The breaking down of cars turned out in the last five years is particularly noticeable in coast cities, where salt air affects machinery not immune to rust. A notable exception to this wartime and post-war substitution is a certain large passenger car which the A. E. F. made famous in Europe. It contains 200 pounds of copper, in striking contrast to another large and high-priced car that contains 30 pounds.

Another field in which copper has been losing is the pin industry, which is unique in that it is

the only one manufacturing a brass product which does not later figure as scrap. The Government report on the metal used in pins during the year 1914 placed the total consumption at 1,837,518 pounds, of which 641,121 pounds went into steel pins and 1,196,397 into brass pins. The annual consumption of pins has increased since then, but the gain has been in steel. Today only half the pins made are of brass. Throughout the country steel pins, which do not possess the non-rusting properties of brass, are sold at brass pin prices. Numerous other examples can be given, but these are sufficient to show the dangers that the copper and brass industries are facing.

The blame for this condition of affairs can by no means be placed entirely upon the war, although the substitutes that manufacturers were forced to use in place of copper products during the war period are still being used in many industries. The larger margin of profit figures in the use of many of these substitutes, but other important factors have been the attitude of the copper and brass industries that their metals were able to take care of themselves, the lack of cohesion and mutual endeavor among these industries, the public's ignorance of the merits of copper and brass, and the intensive advertising and sales efforts of competitors.

TO BRING PRODUCERS TOGETHER

Through the Copper and Brass Research Committee the copper and brass industries—producers, fabricators, manufacturers—are for the first time squarely facing their problems. The committee has placed before the members of these groups recommendations for the establishment of a Copper and Brass Institute and the early initiation of an extensive advertising campaign. It is held that the hostilities and misunderstandings existing between the different groups that form the industries and between members of these groups as well could be straightened out by such an institute.

To create an increased demand for copper products in the United States it is recommended that the copper producing and copper and brass fabricating industries join in an advertising campaign, the expenses of which be apportioned among the various interested groups by an assessment on production. In support of such an advertising campaign the committee points out that the International Nickel Company tripled its sales of Monel metal after eight months of advertising; that the American Rolling Mills Company increased its annual output of Armco iron from 25,000 to 200,000 tons in six years of advertising, and that the American Face Brick Association, after eight months of advertising, estimates its annual output for 1920 will have increased 50 per cent.

The formation of a Copper and Brass Institute is practically assured. When the proposed advertising campaign was considered the American Brass Company, which is the largest brass manufacturing concern in the country, representing about 40 per cent. of the brass business, was against it, but it now appears that the American Brass Company will initiate an advertising campaign of its own, and this fact alone will doubtless lead the "independents" of the American Brass and Copper Statistical Exchange to unite in an advertising campaign in which the copper producers may join.

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Interior Banks Important Link in Our Foreign Trade

New York Financier Describes the Service Which Bankers in Inland Towns and Cities Can Render Local Manufacturers, Thus Aiding in the Development of American Exports—Co-operation of International Banks Freely Offered Through Their World-Wide Affiliations

By WILLIS H. BOOTH
Vice President the Guaranty Trust Company of New York

MANUFACTURERS in small towns throughout the United States have become interested in the possibilities of foreign markets, and they naturally are looking to their local banks to advise them regarding their foreign trade problems, both actual and potential. The time has come for the interior bank to realize that its business is the same as all others—that the biggest thing it has to sell is service, and that at the present moment one of its greatest opportunities for service is to aid in the development of American foreign trade.

That the interior bank is vitally interested in the development of foreign trade is evident from the fact that a large proportion of the manufactured goods exported from the United States are produced in towns with a population of 50,000 or less. There are 2,149 towns of this size. As to our import trade, it is only necessary to point out that Akron, Ohio, with a population of 150,000, buys about one-fourth of all the crude rubber in the world. In 416 cities of 10,000 to 25,000, in 1914, the total value of manufactured products was \$3,261,395,000.

Cities of 50,000 and under make up a large proportion of our manufacturing area and present almost unlimited possibilities from the foreign trade standpoint. There are 133 towns of this size in Indiana, and an exactly similar number in Massachusetts. The most cursory examination of the manufacturing facilities of these hundreds of small towns reveals their possibilities from a foreign trade point of view. The manufacturers in those towns are no longer groping in the dark in regard to foreign affairs. Practically all of them are members of powerful trade associations. They journey in large numbers from the small interior towns to New York or San Francisco to attend foreign trade conventions, and they are diligent readers of foreign trade publications. But, in far too many cases, when they go back home they do not find in their own town the facilities for obtaining the information for transacting their foreign business. Export shipments are made constantly from all these small towns. Imports of raw materials needed in our industries are constantly flowing from the seaboard to the interior. All these transactions involve the services of banks. The interior bank may interpose itself as a useful link in the system of overseas trade.

WIDE INTEREST SHOWN

How widely distributed is the interest in foreign trade is plainly shown by a study of the letters received by the International Trade Service of the Guaranty Trust Company of New York from the smaller towns throughout the United States, which indicate an increasing interest in foreign trade on the part not only of the interior banks but of the local manufacturers. Danville, Va., is interested in sending tobacco to Venezuela; La Porte, Ind., wants to send farm tractors to Brazil; Austin, Texas, desires to import French novelties; St. Joseph, Mich., desires an agent for automobile accessories in India; Burgettstown, Pa., sends an inquiry regarding industrial enterprises in Yugoslavia; Parkersburg, W. Va., wants to sell oil well supplies to Mexico; Keokuk, Iowa, is interested in developing a market for rolled oats in South America; Coshocton, Ohio, wants to appoint an agent in Spain for its glass bottles; Lompoc, Cal., is interested in the importation of mustard seed from the Dutch East Indies; Cadillac, Mich., desires to ship veneer to New Zealand; Monessen, Pa., is interested in steel wire in South Africa; Charlotte, N. C., wants to send cotton to Finland; Norfolk Downs, Mass., has a customer for weighing machinery in Formosa; Mount Pleasant, Mich., has a customer for trucks in Guatemala, and Valdosta, Ga., wants to export cotton lint to Czechoslovakia.

It is obvious that the interior bank cannot set up elaborate machinery and an expensive personnel equipped to answer specific inquiries regarding foreign trade. The international bank has, however, built up a worldwide network of branches, affiliations and special correspondents; backed up by staffs of experts in the metropolis, which is freely offered to the interior banker in order to

assist him to develop the foreign trade of his community. The international bank has, in fact, created facilities which make it possible for the exporting and importing clients of the inland bank to do business on a safe basis with the merchant in the interior of China, the ranchman in Australia, the miner in Africa and the planter in Latin America.

FACILITIES AVAILABLE

To illustrate concretely just what this means, let us examine the facilities which are offered to the interior bank by the large international financial institutions. First of all, they have direct banking connections with Great Britain and Continental Europe, the Near East, Latin America, South Africa and Australasia, with China, Japan, British India, the Dutch East Indies and with the Straits Settlements. They are in direct and constant communication with thousands of correspondents in every trade centre of any importance throughout the world.

In their foreign trade services these international banks have created departments to give specific commercial information, by interview or by mail, regarding the prospects for the sale of American goods abroad. They have immediate access to reports regarding the credit standing and commercial probity of hundreds of thousands of foreign firms and corporations, all of them carefully revised to cover changes made during the war.

These departments include in their personnel experts on tariffs, marine insurance, freights, forwarding, customs duties and shipping documents, and men who have traveled extensively in foreign countries. Supplementing their personal knowledge of foreign countries and of the manners and customs of the peoples inhabiting them is a daily service of information by mail, wire and cable from private and official sources and from their branches, subsidiaries and agents throughout the world regarding changing conditions, new demands for American products and movements of foreign buyers. Over the desks of these experts there passes each day a large quantity of written and printed material in all languages, and items of interest to American exporters and importers are sent out promptly to specially selected mailing lists.

Here is a concrete example of the kind of service which an interior bank should be able to render: In an Illinois town of about ten thousand inhabitants there is a small factory manufacturing a line of tools. As a result of advertising in export journals, this manufacturer received an order from Buenos Aires for \$2,000 worth of goods. The buyer stipulated that the merchandise was to be sent forward with draft attached to documents, which were to be delivered against the acceptance of the draft at sixty days' sight. It was the manufacturer's first export order, and he went immediately to his local bank for advice as to how the goods should be packed for export to Argentina and what railroad and shipping documents were needed and, above all, how he was to get his money. The interior bank was able, through co-operation with its banking correspondent in New York, to obtain a quick report on the credit standing of the Argentine customer, which showed that he was a perfectly good credit risk. Information was also supplied as to packing, shipping, and the interior bank was able to aid its customer in financing the transaction.

CREATING LOCAL INTEREST

There are a number of ways in which the interior banker can foster interest in foreign trade in his community. One of the most effective methods is to obtain the support of the leading local newspaper. The editors of the progressive newspapers of our inland cities fully recognize the importance of foreign trade, but are frequently at a loss to obtain a sufficient amount of material to run a regular foreign trade department. Arrangements can be made for supplying newspaper features, as well as a continuous supply of foreign trade news. The local public library is another institution which can be utilized most effectively in foreign trade promotion. It should be supplied with a good selection of books on foreign commerce, foreign countries and foreign travel, com-

mercial geography, international law, tropical and subtropical and other imported commodities, atlases, books on shipping, on marine insurance and foreign exchange, international banking and ports and harbors. The local schools and the Y. M. C. A. can do similar work.

Most important of all, however, is the proper organization of the business men of the community. The Chamber of Commerce, if it has not already done so, should form a foreign trade committee to make a survey of the foreign trade activities of its members. It should maintain an up-to-date list of all members doing an exporting or importing business, with full details of the commodities handled and of the foreign countries in which the members are interested. A foreign trade reference library should be installed in the local Chamber of Commerce, which should contain directories of foreign markets and directories and lists of American exporters, exporting manufacturers, dealers and commission houses. This reference library should receive regularly all the publications of the Bureau of Foreign and Domestic Commerce.

Direct contact should be established with the American commercial attachés and trade commissioners maintained by that bureau in foreign countries. Arrangements should be made to obtain regularly the foreign trade publications of the National Foreign Trade Council, the American Manufacturers' Export Association and of the large banks which specialize in foreign trade. Subscriptions should be made to the leading export trade journals. All this information can be obtained and classified for the use of local manufacturers with very little trouble and expense. Foreign visitors to this country should be encouraged to visit the local manufacturing plants. Another effective method of obtaining information direct from foreign sources is for the local Chamber of Commerce to arrange for the exchange of membership and services with American Chambers of Commerce in foreign countries.

PART OF THE BANKER

If our foreign trade is not to suffer through inadequate financing we must give thought to some form of long-term credits in order to supplement the operations of the international banks, and to make liquid the frozen long-term credit situation in foreign markets. To meet this situation the Edge law was recently passed. This law gives us for the first time in our history a financial organization for the express purpose of assisting foreign trade through long-term investments. The original Federal Reserve act authorized the establishment of branches by our national banks in foreign countries. The Edge law goes one step further in providing for the formation of these foreign investment banks under Federal charter. A most important provision of the Edge law is that which permits corporations formed under its provisions to issue their own notes and debentures for sale to investors.

The interior banker has here a very definite part to play in educating his community in the relation which our overseas commerce bears to domestic prosperity, and in pointing out the desirability of such securities in order to make possible a continuous and increasing flow of foreign orders. The interior banker should be the point from which should radiate the facts and figures to show that the local manufacturer, the farmer and all their employes have a direct personal interest in maintaining our export trade in order to avert the slowing up of production, reduction of wages and unemployment.

In order that the grain produced in the agricultural sections may be sold abroad and thus produce domestic prosperity, which, in turn, will in-

Continued on Page 880

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Would Seek Relief From Congress in Tax Default Situation

As the Anticipated Break in Prices Was Delayed Until the Current Year, New York Economist Proposes That the Loss of the Present Law be Extended to Cover 1920—Collapse Was Foreseen but Date Misjudged

By JOHN BAUER, Ph. D.,
Formerly Professor of Economics at
Princeton University.

THE widespread default in the payment of the last instalment of the Federal income and excess profits taxes based on 1919 earnings was due to a large extent to falling prices since the beginning of this year and to the consequent shrinkage in inventory values. The taxable incomes computed for 1919 were based extensively upon the existing values at the close of the year as represented in the inventories. These inventory values were carried over to the year 1920. But in many lines of business prices reached the peak early in the new year and soon began to decline; since the middle of the year there has been a rapid general collapse. The result has been that the values which had entered into the determination of the 1919 incomes have not been realized in the actual sale of goods in 1920, or where the goods are still on hand they are not worth nearly the original cost or the market values taken into account at the close of 1919.

This means that in reality in most instances where the inventories were an important factor in determining 1919 taxable incomes the results shown were largely unreal or fictitious. While the determination followed accepted rules of accounting and finance and of the Treasury decisions, in fact the values taken into the inventory were overstated, as appeared soon after the beginning of the present year. The incomes as determined were largely paper profits, and could not be converted into cash with which to meet the tax liability. To collect the taxes by suit or distraint would mean disaster and should, if possible, be avoided.

A REASONABLE PROPOSAL

The proposal has been made that, because of the general collapse in prices since the beginning of the year and the consequent loss on the inventories on which the 1919 incomes were based, there should be a redetermination of the 1919 incomes on the basis of the values actually realized on the sale of the goods or on the basis of present prices of such unsold goods.

Then after the 1919 incomes have been thus adjusted according to realized or present value of the inventories there should be a corresponding tax abatement or credit made. Such adjustment would be made only in cases where such inventory losses have taken place; but not where prices have been sustained. In other words, the loss provisions of the present law should be extended to 1920, because

the anticipated break in prices was delayed until the current year.

The proposal is eminently reasonable not only as a practical matter to meet an emergency but viewed as a sound economic proposition. It is true that in general economic discussion income is viewed in terms of fixed periods—the month or the year. It is viewed as a flow of value, determined periodically. Likewise, in the accounts, income is shown by periods, as for the close of each month or of each year.

Such periodical measuring of income is practically necessary, and when there are no sharp change in values can be made sufficiently correct for ordinary business and income tax purposes. But when there is a sharp break in values from a high to a lower level sound economics requires that in determining the income for a period allowance must be made for subsequent loss in inventory values at the close of the period. If the income for a year has been based upon values which at the close of the year appeared to be real, and if those values subsequently collapse, the showing of income was obviously wrong and adjustments should be made accordingly.

Price changes usually take place slowly, so that no general adjustments of incomes for closed years need to be made. But during the present year there has been such a general collapse of prices that the reasonable and sound economic procedure would be to redetermine the inflated 1919 incomes on the basis of the actually realized or present values.

PROVIDED FOR 1919

Congress had anticipated such a general collapse of prices as has taken place during the last year, and made suitable provision for it. The existing law provides that a loss sustained during 1919 by a taxpayer on inventories held at the close of 1918 may be deducted from the 1918 income, and the taxes for that year be recomputed accordingly. The law applied, however, to the shrinkage of inventories in 1919. The expectation was that there would be a general decline in prices soon after the armistice, and that it would probably take place during the early months of 1919.

Instead of the common expectation, however, that a widespread decline in prices would occur in 1919, there was throughout that year in practically all lines of business a continuous upward movement, and this, indeed, continued in most instances well into 1920, and a general decline has taken place only since the middle of the year.

The purpose of Congress in providing for the

adjustments of the 1918 incomes because of the expected contraction in prices in 1919 applies now just as forcibly to the collapse in 1920. If such action was wise in anticipation of losses in 1919 which did not occur, the proposed adjustments in the face of actual losses would be particularly reasonable, especially in view of the present emergency.

Undoubtedly if such general relief were granted by Congress there would be a large loss of revenue and great inconvenience to the Government. At the same time the Government cannot afford to take a short-time view of fiscal operations. If serious hardships have been placed upon business, relief should be granted, and revenue deficiencies should be made up by reasonable readjustment of taxes applicable to 1920 incomes.

SITUATION SERIOUS

Although there would be an immediate loss to the Government in the adjustments suggested, there would be a considerable counterbalancing gain in the taxes collected in 1921. If relief is not granted, then clearly the entire loss in inventories will be charged against incomes of 1920, and where these losses have been great there will be net business losses and no taxable income. If, on the other hand, reasonable inventory adjustments are made as to the 1919 incomes, then these losses will not be chargeable against the 1920 incomes, and the taxes receivable by the Government in 1921 will be correspondingly higher. While this advantage would probably not be nearly sufficient to make up the losses to the Government, it is not a negligible item, especially if substantial justice is to be rendered in the present serious circumstances.

Congress ought to furnish quick relief. There is obviously an emergency which should be met promptly. Business men, however, should act together in this matter, placing before Congress concretely just how they have been affected by the inventory shrinkages.

The seriousness of the situation can be clearly visualized by Congress only after numerous individual cases are presented showing the hardships in terms of cold facts. Take, for example, a firm which reported \$100,000 taxable income for 1919 on the basis of a closing inventory then valued at \$200,000. It subsequently realized an actual loss of \$50,000 on sales, while the goods on hand have suffered a shrinkage of \$25,000. Clearly its 1919 taxes were assessed upon paper profits. Such fundamental facts if presented to Congress would doubtless result in prompt though retroactive relief.

France Sees Economic Gain in Slackening of Industry

Regrouping of Labor Which Is Resulting Believed to be for the Best Interests of the Country—Men Lured by War Wages to Seek More Lucrative Occupations Are Now Drifting Back From the Factory to the Farm

WHILE France is passing through a period of economic adjustment similar to that which has manifested itself in the United States and other countries, and which has resulted in the slowing down of industry because of the refusal of the public to buy at present prices and the consequent overproduction, the crisis has not attained the same gravity in France as elsewhere. In explaining the situation the Ministry of Labor says:

"Although the number of unemployed assisted by the Government gives a very inadequate idea of the unemployment situation—because the French workman only seeks State aid in the last extremity—it is not without interest to note that the number of unemployed at present assisted by the State, outside of the devastated regions, does not exceed 3,000, as compared with 110,000 in April, 1919, at the time of demobilization. The number of unemployed seeking Government assistance in other countries of Europe is much greater. In Germany, for instance, last month there were more than 400,000 unemployed aided by the Government."

One of the results of the high prices prevailing was an old-clothes movement, which rapidly

became popular, and retailers of clothing and shoes found themselves with large stocks on hand, for which there was no market.

The slowing up first became apparent last Spring in the shoe trade. It then passed to the clothing trade and consequently to the textile mills, most of which are located in the liberated regions.

One of the industries particularly affected has been the automobile industry. The effective development of transport by automobile during the war gave rise to the belief that the automobile truck would replace railway transportation. The speedy rehabilitation of the French railways, however, together with the improvement in service of the other railways, has shown this to be an erroneous belief. It is now thoroughly understood that the auto truck can only serve as a supplement to the railway.

REGROUPING OF LABOR

The manufacture of automobiles de luxe also has been adversely affected, not only by retrenchment in spending in France, but also by the slackening of exports of this nature. Consequently, a

few of the large automobile manufacturers in France have been forced to slow down their production and discharge workmen.

This slackening up of industry, however, has resulted in a regroupment of labor, which, the French authorities believe, is for the best interests of the country. At the time of demobilization many men, in France as well as in other countries, sought other occupations than those in which they had earned a living before the war. The trend of labor was particularly away from the land toward the city and the factory. This was particularly unfortunate in France, where agriculture plays such a prominent rôle in the national life. The war industries attracted large numbers by their high wage scales, and as little by little these industries were supplanted or transformed into peace industries, they have let out large numbers of workmen. These men are now finding their way back to their original occupations.

The Ministry of Labor says:

"As the result of progress made in the proper division of labor, the personnel of a great number of industries is made up largely of men whose

Deprecates All Attempts to Sustain Prices Artificially

Better to Take Our Medicine Now, Cut Our Losses, Readjust Our Industries and Get Back to an Active, Normal Business Basis at the Earliest Possible Moment Urges Dr. B. M. Anderson, Economist of the Chase National Bank, Discussing the Present Slump

EUROPE has not been producing enough for her own consumption for the last six years, and the United States has been in the position of a retail merchant in a factory town where everybody is on a strike. Such a merchant can do an enormous business so long as he will give credit. He can charge high prices and get them so long as he will accept his pay in book accounts. But the time comes when his working capital is too much tied up in extension of credit to customers and when he finds it better to sell for cash even at reduced prices.

B. M. Anderson Jr., Ph. D., economist, Chase National Bank of New York City, thus aptly pictured the commercial and economic relations of Europe and America in an address before the Iowa State Bankers' Association at the University of Iowa on Dec. 22. This situation he considered to be the basic fact underlying the present slump in business and prices. He protested against palliatives and measures designed artificially to sustain prices, however, and said we must go through our liquidation process courageously, face the facts, and make prices at which goods can be moved, urging that it was far better to take losses on existing stocks than to invite a prolonged depression by artificially maintaining prices at which goods could not move.

Dr. Anderson deprecated the tendency to call upon the Government to support falling prices, endorsed the position of the Federal Reserve Board in the present emergency, and declared the general credit situation in the country to be impregnably strong.

"The fundamental fact regarding the price situation may be illustrated by a figure of speech," said Dr. Anderson. "Let us imagine a rubber band, one end held by Europe and one end held by the United States. Let the tension in the rubber band represent the rise in commodity prices above the 1913 level. The rubber began to stretch late in 1914, but elasticity was high and tension was not much increased for a while. The first effect of increasing European demand was a marked increase in American production rather than a sharp rise in prices. By the middle of 1916 wholesale prices had risen only about 19 per cent. over 1913 prices, and retail prices had risen still less. We were in a state of industrial slack when the new demand from Europe first reached us. By the middle of 1916, however, there was little slack left, and every subsequent increase in our export balance came with increasing difficulty. Europe had to bid more and more to get the goods, while our own people bid higher and higher prices in the effort to keep them at home. As the rubber band approached the limits of elasticity every extra inch it was stretched meant an enormous increase in the tension.

TENSION IS RELAXING

"The rubber band is contracting now. Beginning with the latter part of 1919 there came some relaxation in the tension due to increased imports to the United States from the non-European world, which supplied some of our domestic needs, and by February of 1919 the pull from domestic consumption in the United States began to relax. Europe has continued to pull frantically and feverishly, but, as the exchange rates have gone lower, her buying power has been reduced and the tension is relaxing. Europe's pull is growing weaker, and we consequently need not pull so hard. The heaviest part of the tension has already been relieved. Although the latest published figures show that our export balance is still large, none the less our domestic markets are looking forward to the time in the near future when they shall have to absorb \$300,000,000 or \$400,000,000 worth of goods a month which they have not in the last two years been absorbing. Prices in the active markets do not wait for things actually to happen; they tend to discount events before they happen.

"Prices dropped 35 per cent., according to Bradstreet's Index Number of Wholesale Prices, between Feb. 1 and Dec. 1, 1920. Bradstreet's figures are based on some of the most sensitive commodities, and Bradstreet's Index usually moves somewhat in advance of the general average of wholesale prices. Probably the general level of wholesale prices had declined by the first of December 25 per cent., and it has declined substantially since. There is nothing to indicate that the movement

will not go substantially further before the decline is halted.

"Farm products are sharing in the general movement in this connection.

"Nothing is to be gained, in my judgment, by the effort to resist this movement of prices. It is far better that market prices should go on in regular course until stable prices are reached. For farmers or merchants to hold back their goods is apt to mean merely that they will take lower prices later. A general movement over the country on the part of sellers to withhold goods from the market would mean merely that production would be slowed down, men thrown out of employment, wages and profits slashed, and the general buying power of the public reduced, which would mean that prices would go yet lower. It is far better that prompt readjustment of prices should be made to a level which business men can trust, so that active production may speedily be resumed and the buying power of the public revived with increasing incomes. At what levels prices will be stabilized only experiment can determine. But that the open market, with free two-sided competition, will determine levels at which goods will move and on the basis of which production can revive, there is no doubt at all.

DRASTIC MEASURES PROPOSED

"In the last ten months Japan has followed a different course. Great pools have been organized, involving banks and business men and the Government, in the effort to sustain prices artificially. This has been done for the benefit of the producers of silk, and also for the benefit of the farmers producing rice. Effort has been made to maintain artificial prices, and to sustain unsound credits by these organized measures. The measures have proved futile, the flood of liquidation, dammed up for a time, has broken through again and again with even greater violence, and the situation in Japan is worse today than it was ten months ago.

"It is natural for farmers, as for other people caught in an uncomfortable position, to strike out in any direction that promises relief and that promises to avert losses. Drastic measures have been proposed striking at the great produce exchanges as if they were to blame for the fall in farm products. In this connection it is worth while to recall the fact that in 1864, when the irredeemable greenbacks were fluctuating in value and were greatly depreciated in value as measured in the gold market in New York, an act of Congress was passed forbidding speculation in the greenbacks, and, above all, forbidding 'futures' in connection with gold and greenbacks. The depreciation of the greenbacks was attributed to speculative activity in the gold market. When the organized gold market was closed by this legislation, however, the fluctuations became even more violent, greenbacks dropped to their lowest level, namely, 35 cents on the dollar, and the disturbances and inconveniences were far greater than they had been before. After two weeks' experience with the law Congress, by a practically unanimous vote, repealed it, and almost immediately after the repeal the greenbacks rose sharply in value. The organized, active, open markets where world-wide forces of supply and demand come into equilibrium are helpful rather than harmful, and particularly so in times when uncertainties exist.

"Demands made at Washington that the Federal Reserve Banks or other agencies of the Government should extend loans to agricultural or other interests for the purpose of enabling them to maintain prices are very ill-advised. Our Government ought not to do for any interest in the United States what the Japanese Government has done for the silk interests in Japan or what the Brazilian Government has tried in past years to do for the coffee interests in Brazil. No permanent good is done to anybody by these measures, and great harm is done by maintaining artificial prices which the markets will not trust. Great harm can also be done to the credit of the Government itself if the Government is called upon on a great scale to support private undertakings and private credits.

A VITAL DISTINCTION

"The better course is to take our medicine now, cut our losses, readjust our industries, get the fever out of our blood, and get back to active business at the earliest possible date on a plane of normal,

trustworthy prices and with renewed efficiency. Business men, including farmers, should sell their goods and pay their debts. The banker, who must be prepared to meet his depositors' claims on demand, has a right to expect and must demand that those who owe him money shall meet their obligations to him. Solvent borrowers who are caught by the sudden decline in prices in a position where they need time to enable them to mobilize slow assets have a right to expect consideration from their bankers and are receiving it. It is the function of bank credit in a period of strain to mobilize the slow assets of solvent borrowers. It is, however, no part of the function of the banker to validate the bad assets of really insolvent borrowers, and it is no part of the function of the banker to extend his loans to borrowers for the purpose of enabling them to withhold goods in a declining market. The borrower who by selling his goods will be able to pay his bank loan should do so, and the banker should compel him to do so.

"There is one vital distinction to be drawn, however, in connection with the liquidation process, between products ripe for the market and those not yet ripe. The banker should not extend loans to permit the farmer to withhold his wheat from the market, to hold back his corn from the market in the expectation of higher prices, or to withhold his fat cattle from the market. But loans that are needed to keep agriculture a 'going concern' stand on a different basis. We have seen in the last nine months far too much shipping out of lean cattle into the primary markets, including even the she cattle. We know, moreover, that only a part of our great corn crop normally comes into the primary markets, and that by far the greater part of the corn crop is normally fed on the farms where it is grown or in the immediate neighborhood where it is grown. Further, lean cattle have dropped in price enormously in the course of the last year, and with this has come, of course, a tremendous fall in corn prices. We ought not to push the liquidation of lean cattle further. Rather our banks will be well advised to make new loans if necessary for the purpose of bringing the lean cattle and the corn together, particularly in the case of the farmer who has a large amount of corn and who is prepared to feed it on his own place. In such a case the speculative element in feeding is largely eliminated."

British Taxable Incomes

ESTIMATES received by the Foreign Information Department of the Bankers Trust Company in New York from the British Royal Commission on the Income Tax show that there were 3,406,000 taxable incomes in Great Britain in 1918 producing income and super-tax amounting to £272,816,000. The figures compare with the 1918 internal revenue returns of 4,425,114 taxable incomes in the United States yielding tax amounting to \$1,127,721,835.

A chart in the British Income Tax Commission's report, which compares by curves the tax rates effective in 1919, indicates that on incomes up to \$7,500 the rate in Great Britain was about three times as heavy as the rate in the United States. Between \$7,500 and \$40,000 the ratio is shown decreasing to two to one. In the case of very large incomes the progressive increase is seen to be more marked in the United States than in Great Britain.

Further comparison of the figures issued in both countries indicates that despite her smaller population and lesser number of wage earners Great Britain leads the United States in actual number of low incomes taxed. It is estimated that 2,745,000 incomes up to \$2,000 were taxable in Great Britain. In the United States 1,516,938 such incomes were taxed. The British tax yield, however, was about \$88,580,000, compared to \$26,481,602 in the United States.

Incomes up to \$3,000 taxed were almost equal in number—2,997,000 in England and 3,013,816 in the United States. The British tax yield was more than \$145,000,000. In the United States it was \$62,000,000.

One-third of the total British yield was estimated to be derived from incomes up to \$10,000, and one-half from incomes up to \$25,000. In the United States similar income classifications produced one-fifth and one-third of the total tax.

British Industry Launching Extensive Research Campaign

Twenty-five Hundred Firms Interested in the Movement to Develop Cheaper and Better Manufacturing Methods—Millions Subscribed by the Government and Private Interests to Finance a Five-Year Period of Investigation—America Facing Powerful Trade Rivalry

HOW essential it is for American industry to prepare to meet foreign competition by means of efficiency in technical method and in business practice is constantly emphasized by developments in Europe as a result of war experience. In this connection particular interest attaches to a recent report that British manufacturers have established, through associate relations, eighteen research organizations and that a number of others are being developed. The industries affected include linen, glass, refractories, leather, cocoa, chocolate, rubber, tires, non-ferrous metals, shale oil, silk, cutlery, laundry equipment, electrical apparatus and many other lines.

The eighteen research associations represent twenty-five hundred firms which have obligated themselves to furnish about \$190,000 a year for five years, though it is expected that the full development of the plans will call for much larger annual expenditures. Ten associations are already at work.

Parliament also has appropriated a fund of £1,000,000 for the purpose of industrial research. Of this amount about \$300,000 has already been disbursed and it is estimated that the Department of Scientific and Industrial Research is committed to something like a total expenditure of \$2,000,000 on account of established associations and a further expenditure of fully \$600,000 for associations not yet licensed.

These actual subventions are for an initial five-year period, when it is expected that private interests will be sufficiently established to be financed by the manufacturers themselves. In preparation of this eventuality the cotton industry is engaged in raising a fund of more than \$2,500,000 and the linen interests are also taking similar action.

Due to the cost of establishing and keeping up a practical and adequate research association for any given line of industry it has been necessary for co-operative action, and a different problem that has arisen has been to compose trade rivalries and jealousies. For instance, an effort was made at first to establish an association combining the work for the cutlers, file makers and manufacturers of other hand tools in Sheffield and vicinity, but this had to be given up because of clashing interests. The result was the formation of an association for the cutlery trade alone. However, reports show that despite these impediments the movement is gaining headway, and it is expected that it will result in a very marked increase in the level of industrial efficiency in Great Britain.

WORKING ON BROAD LINES

In addition to these specific lines of research, problems that have a wide application to industry are being worked out on broad lines. An example is the Fuel Research Board, through which accurate data are being developed for technical experts and manufacturers who wish to utilize coal in the most economical and effective way. Another board that works along broad lines covers the subject of food preservation, while others study problems applicable to a variety of industries.

How important it is for this country to develop cheaper and better industrial methods, and also how effective such improved methods are in meeting foreign competition, is illustrated by the recently reported experience of a Seattle firm. On account of the cheapness of Japanese labor this concern had been in the habit of having made in Japan an article which it distributed widely throughout the United States at \$5.12 a piece. It was able to distribute the article at this price because the labor it employed in its manufacture in Japan cost only \$1.17 a day, a cheapness which offset the cost of transportation across the Pacific and incidental handling charges. However, it was decided to work out better mechanical processes and finally labor-saving devices were developed which, when operated by skilled workers even at \$7 a day, enabled the manufacturers to turn out their articles at a cost which was between fifty and sixty cents a piece. This made it possible for the producers so to lower their price that they were able to find a market for ten times the quantity that they had before even with the low production cost made possible by using cheap Japanese labor.

Not only in mechanical industry but also in agriculture, which is an industry, there is presented an important field for improved efficiency as a result of scientific research. An instance of how far this was carried in Germany before the war is the fact that in the last thirty years through the use of fertilizers and German potash, of which 11,000,000 tons were produced in 1912, the wheat crop was increased more than 60 per cent. and the rye crop 88 per cent.

AGRICULTURAL POSSIBILITIES.

Within its own borders the United States contains tremendous potentialities for increasing agricultural output and maintaining soil efficiency. Before the war this country produced about one-half of the world's supply of phosphate rock. The figure was more than 2,900,000 long tons, twice as much as came out of any other country. It is estimated that the high-grade phosphate reserves of the United States are about 6,000,000,000 tons, of which about 5,750,000,000 are in the West, the chief deposits being located on public lands dependent upon transportation development for their exploitation.

Although American agriculture is dependent upon world markets for its supply of potash and nitrogen, which is also used as fertilizer in this country, as well as more extensively abroad, we are, in respect to phosphates, more advantageously situated than any other nation, since the United States is the foremost producer and the cheapest source in the world of phosphate acid. Before the war Germany was the heaviest purchaser of our phosphate rock, taking between one-quarter and one-third of the total from 1909 down to 1913, showing her appreciation of its use as a crop intensifier.

A leaf was taken from Germany's note book in this connection when, with our entry into the war,

the necessity of an increased food production became apparent. The output and use of phosphate rock was stimulated. As a result of this campaign for increased food production domestic consumption of phosphate rock reached new high levels and in 1917 and 1918 some 2,500,000 tons were used each year.

At the present rate of consumption of phosphate rock it has been estimated that the deposits in the western part of the United States will supply the demand for nine hundred years. European fertilizer manufacturers and agriculturists are entirely awake to the value of high-grade phosphate rock for bringing the soil of Europe back to its former state of productivity, and it is expected that they will compete vigorously for our supplies.

INCREASING EFFICIENCY.

If it is profitable for Europe to import our phosphate rock it is certainly profitable for American farmers to apply it to their soil. It should make possible production of greater crops from smaller areas and with less labor. If it is deemed that the present output in many of our leading staple crops is adequate, the same total amount could be produced from a smaller total area under cultivation. This would mean lower production costs, making it possible for our products to compete more successfully in the world markets against supplies produced more cheaply elsewhere.

Chemistry, however, is not the only means for increasing the industrial efficiency in agriculture. Through the growing use of motor trucks the farmer is being enabled to market his products with a saving of time and at minimum expense. This method of carrying is the best solution of the difficult problem of getting perishable food-stuffs to the point of consumption. Considerable interest has been aroused in England in this connection.

In the United States farmers have become the largest users of motor trucks, figures for the distribution of such motor vehicles showing that farmers owned 10 per cent. more than manufacturers and 15 per cent. more than retailers. The Department of Agriculture reported that about 49,000 farmers were using about 78,000 motor trucks in 1919. The stockyards of St. Joseph, Sioux City, Indianapolis and Omaha report an enormous increase in receipts of livestock by truck. Hog receipts by truck averaged 2,300 daily in the Indianapolis stockyards in 1919 as against 560 daily in 1916. In all 881,000 head of livestock, or 24 per cent. of all livestock received, were delivered by motor truck in 1919.

The foregoing are a few of the encouraging signs in this country, which has never been a leader in the matter of efficiency, but, on the contrary, because of an abundance of our natural resources, has been prone to wasteful practices and more intent on quick profits than on the most effective processes and methods.

France Sees Economic Gain in Slackening of Industry

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work is similar and, therefore, interchangeable, so that men who are discharged at one factory can easily pass to another. Investigations made by labor inspectors in different localities show that decreases in number of men employed in certain industries are compensated by increases in others. In particular, many discharged workmen have found work on the farms. The number of workmen thus returned to agriculture by the departmental labor bureaus amounts to 30,000 in the last four months."

The great need is for men trained in the building trades—bricklayers, plasterers and carpenters—in the devastated region. An industrial or agricultural laborer cannot be transformed into a builder at will.

From the armistice on the Ministry of Liberated Regions employed large numbers of laborers at the work of cleaning up the debris of war, remaking roads, &c. On Sept. 1, 1919, the total number of workmen thus employed was 364,000,

made up of 116,000 French civilians, 15,000 colonial laborers, 3,000 foreign laborers and 230,000 prisoners of war. The latter were freed in accordance with the peace terms at the end of February, 1920.

RECONSTRUCTION WORK

Credits for this work during 1920 were considerably reduced, so that on Oct. 1, 1920, laborers employed by the State in the devastated regions amounted to only 58,000, composed of 47,000 French and 11,000 foreigners. However, individual proprietors in the invaded departments had taken up the work of repair so that on July 1, 1920, the latest date for which statistics are available, 120,000 workmen were thus employed. It may be said therefore that at present about 200,000 workmen are employed in the devastated regions at other work than industry.

In view of the progressive development of the work of definite reconstruction, the Ministry of Liberated Regions has been making a great effort

toward introducing specialized workmen from abroad. Belgium and Italy both have furnished an important number of masons and plasterers by immigration. Poland, where there is a French labor recruiting bureau, has sent 12,500 workmen, including 3,500 miners and 3,000 farm hands. Czechoslovakia is sending workmen skilled in handling wood and iron.

The foreign workman who goes to France is furnished with a contract giving him equal rights with the French workman of the same class. His lodging is assured and his food is supplied by canteens operated either by employers or by co-operative societies.

FEDERAL ESTATE TAX LAW AND REGULATIONS is the title of a book published by the Equitable Trust Company of New York. An effort has been made to present in combined form all available matter relating to returns and collection of the estate tax.

Forces Swaying Stocks and Bonds

Stocks

VIOLENT liquidation marked the course of the stock market at the outset of last week, prices in many cases touching new low points for the year. There was apparently a fear of panic on the part of holders of securities, who sold without regard to value. It has been contended from time to time that the decline of the stock market was influenced by selling to establish losses for tax purposes and to obtain funds with which to pay tax requirements. Both of these factors undoubtedly entered into the situation, but to an extent that was not influential in a major degree. The sight of falling dividends and prospective losses through inventory readjustments has engendered a spirit of fear in the minds of investors.

It will take time for confidence to be restored, and meanwhile the market will probably, once liquidation has ceased, drift into a trading affair. Toward the latter part of last week there was a vigorous rally, but it was attributable to no other reason than short covering. The size of the short interest is, of course, of debatable question, but it is probable that any estimates as to this are an exaggeration. The shorts have had ample opportunity to cover on the way down, except those who habitually go short of the market when it is nearing the bottom.

American Bosch Magneto Down 6 1/2—There was heavy liquidation of the shares in a falling market.

American Car and Foundry Loses 3 1/8—There continued to be liquidation of investment holdings.

American Hide and Leather Preferred Gains 1 1/4—Short covering helped to move the issue forward.

American International Down 2 1/8—The belief persists that the company has suffered some heavy losses, not only in its South American trade, but in security holdings.

American Linseed Off 6 1/2—Failure to make any announcement as to the deal with English interests continues to bring long stock into the market.

American Smelting and Refining Declines 4 1/8—This issue reflects to a marked degree the unfavorable situation which exists in the copper market.

American Sugar Refining Up 5 1/8—Substantial short covering moved the issue forward.

American Tobacco Off 1 1/8—Further bear pressure was exerted against this issue.

American Woolen Down 2 1/2—Curtailement of operations by the company is reported.

Anaconda Loses 3—Talk of a dividend cut at the next meeting of the Directors is freely predicted in the financial district.

Atchison Up 1 1/4—There was a better investment demand for the stock.

Atlantic, Gulf and West Indies Off 1 1/2—The Mexican situation with regard to the Carranza decrees is still in a dubious state.

Atlantic Refining Loses 35—The putting out of new financing by several of the Standard Oil companies recently brought about selling throughout the Standard Oil group.

Baldwin Locomotive Off 3 1/8—Speculators for the decline were active in this issue.

Barrett Company Loses 5 1/2—These shares have been heavy ever since the chemical merger plan was announced.

Bethlehem Steel B Gains 2—The shares have been selling out of line with intrinsic values, and buying by the shorts brought a pronounced advance.

California Packing Off 2 1/4—The shares were heavy despite statements that the company was showing good earnings.

California Petroleum Up 2 1/2—There have been some reports recently that the shares might be placed on a good dividend basis.

Canadian Pacific Gains 1 1/4—Short covering was in evidence by Canadian investors.

Central Leather Preferred Loses 2 1/8—The volume of business was small, but the stock coming into the market at a weak time had to be offered at recessions.

Cerro de Pasco Off 1 1/8—A report of new financing acted adversely on the stock.

Chandler Motors Down 7—The action of this issue reflects the uncertainty which has developed in automobile manufacturing.

Chicago & Northwestern Declines 2 1/8—There was extensive liquidation in this issue.

Columbia Graphophone Preferred Off 4 1/4—Moderate offerings caused a sharp break in the shares.

Corn Products Gains 1 1/8—Short covering was responsible for the rise.

Crucible Steel Declines 2 1/8—The declaration of the regular dividend failed to bolster the issue.

Cuban-American Sugar Up 1 1/4—Speculators for the decline discovered an absence of stock when endeavor was made to cover short commitments.

Famous Players-Lasky Down 3 1/4—Wall Street gossip is of the opinion that the present dividend rate may not be maintained.

General Asphalt Down 1 1/4—The company is understood to be entering upon a more intensive development campaign of its oil properties, but this fact did not serve to uphold the market in the sales.

General Electric Off 1 1/8—There has been good investment demand for this issue on all recessions.

Goodrich Down 1 1/4—The rubber stocks have been under heavy bear pressure.

Houston Oil Declines 2 1/8—Extensive speculative holdings were released.

Inspiration Copper Down 1 1/4—The company announced the passing of a dividend due at this time.

International Paper Declines 3 1/4—The company's business is expanding, but for the moment it is not expected that dividend rates will be maintained.

Mexican Petroleum Up 1 1/2—The stock covered a wide range in the week, advancing easily from the low price. Rapid expansion along production lines was reported.

New York Airbrake Down 2 1/2—This company is in an excellent position as to earnings and new business.

Norfolk & Western Up 1/8—Investment demand was slightly improved.

Pan-American Petroleum Declines 1 1/8—Trading was active, and the price eased off in sympathy with the decline in Mexican Petroleum.

Pierce-Arrow Preferred Off 8—There was only a thin market for the shares.

Pressed Steel Car Off 2—While the outlook for equipment companies is good this fact was disregarded.

Reading Down 2 1/8—The stock was again under bear pressure.

Replogle Steel Off 3 1/2—There was no support for the shares in the market.

Royal Dutch New York Loses 3 1/4—The public gave little support to the issue.

St. Louis & San Francisco Preferred Up 2 1/4—There was extensive short covering in the low-priced rails.

Sears-Roebuck Off 4 1/8—Business is understood to be declining.

Texas Pacific Coal and Oil Down 6 1/8—It is understood that the pool which was operating this stock was trapped for a heavy loss.

United Fruit Up 2 1/8—Short covering was largely responsible for the advance.

United States Rubber Down 4 1/4—Despite optimistic statements there was a feeling in the financial district that the dividend might be cut.

United States Steel Off 1/4—The shares held fairly firm. There has been a good investment demand for the stock in the last several days.

British Trade Decreasing

BRITISH exports for the first nine months of this year, although showing large increases in value, record substantial decreases in weight, according to figures furnished by the American Chamber of Commerce in London. Exports for this period were 31,000,000 tons, as against 34,000,000 and 68,000,000 for the same period of 1919 and 1913, respectively.

The weight of imports also shows a big drop as compared with 1913, but an increase when compared with 1919. For the nine months ended September, 1913, the weight was 41,000,000 tons, which fell to 27,000,000 tons in 1919, but increased to 34,000,000 tons during the same period this year.

The drop in exports is mainly accounted for, says the American Chamber, by reduced shipments of coal, which show a steady decrease. Iron and steel manufacturers, while recording a decrease in 1919, show a slight recovery this year. Imports of raw materials and articles chiefly unmanufactured which reached 21,000,000 tons in 1913 fell to 13,000,000 tons in 1919, but increased to 17,000,000 tons this year.

Great Britain's Living Cost

THE cost of living in Great Britain on Nov. 1 stood at the highest figures ever reached, being 176 per cent. above that of July, 1914, the increase for the month of October alone being 12 per cent.

With the exception of July, 1919, according to the American Chamber of Commerce in London, the index number indicating the retail price of principal foods has risen steadily. Starting with 100 in July, 1914, it reached 270 in October this year, and jumped to 291 during November. This last rise was chiefly due to the increased price of flour and bread following the reduction of the subsidy.

On the other hand, the index number of wholesale prices for November shows the heaviest drop recorded since last May, there being a fall during the month of 30.4 points or 11 per cent. The index number for November was 257.7, as compared with 290.1 in October and 282 in November, 1919, but the heavy decline has not yet affected retail prices, save in a few exceptional cases.

Bonds

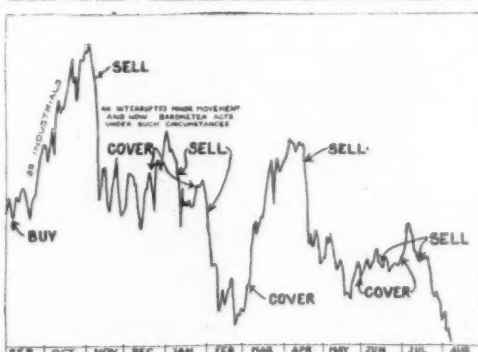
TRADING in the bond market last week continued active, but was more or less depressed, with the tendency of prices still inclined to go into new low ground. This was particularly true of the first part of the week, when the Liberty issues recorded some very sharp declines. Later values in these, as well as all other groups, gradually began to move to higher levels. Selling for income tax purposes was again in evidence, but this was not quite so pronounced as in previous weeks.

During the week \$10,000,000 twenty-five-year 7 per cent., Series "A," Pacific Gas and Electric Company first and refunding bonds were offered by the National City Company and E. H. Rollins & Sons at 99 and interest to yield 7.10 per cent. The purpose of this issue is to enable the company, to further develop its power sources along the Pitt River in Northern California. Other prominent issues brought out last week were \$5,000,000 twenty-five-year 7 1/2 per cent. Series "B" bonds of the Consolidated Gas, Electric Light and Power Company of Baltimore offered at 97 1/4 and interest to yield 7 1/4 per cent., and \$6,500,000 twenty-year first mortgage 8 per cent. bonds of the Riordon Company, Limited, of Canada, at 99 and interest to yield 8.10 per cent.

Liberty Bonds Show Improvement—As already referred to, at the opening market of the week the Liberty issues were prominent in a sharp decline, which found an echo in the tremendous breaks which characterized the stock list. The tax payments which were made during the previous week created a demand for money which shaded them off over 1/2 to 3/4 points during the five days preceding the limit set for such payments. No authentic reason can be assigned for the performances on Monday when the fourth 4 1/4s went off 1/2 point and the second and third 4 1/4s declined about 1 1/2 points. On Tuesday the former issue gained fractionally, while the latter issue at one time advanced a point. The trading during Tuesday and Wednesday was quite lively, and reacted from Monday, the result being that before the close of the week prices advanced sharply, reflecting undoubtedly both the removal of speculative pressure and the putting in of genuine buying orders.

Railroad Bonds Active and Irregular—The general tendency of the rails seemed to be one of making only the necessary concessions, and although there were average declines of from 1 to 2 points the list as a whole showed a fine position. Atchison general 4s were steady throughout the week. Baltimore & Ohio convertible 5s reached a high of 65, from which they receded a point, while the refunding 5s on Thursday touched 62 1/2, a drop of nearly 2 points from Monday. Canadian Northern 7s touched par several times, but were strong the better part of the week at around 99 1/2. Central Pacific guaranteed 4s went off a point, while the Chesapeake & Ohio issues showed little in price movement. Union Pacific refunding 4s went off 2 points, while the convertible 4s shaded down over a point. Southern Pacific convertible 4s were down about a point over the course of the week, and the convertible 5s nearly 2 points. The refunding 4s of this company remained fairly steady throughout the week. New

Continued on Page 813



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Money

THERE was no discernible change in the money market last week. Call money, which had been sticking close to the 7 per cent. rate ever since the month opened, held at that figure throughout last week, with the exception of a brief interval on Tuesday afternoon, when new loans were arranged at 6 per cent. Time money, which had come down slightly in quotation early in the week, hardened again toward the close and ruled at about 7½@7½ per cent. for the best mixed collateral and 7½@8 per cent. for all industrial loans.

The supply of funds seemed to be adequate for all legitimate needs, and so far as Stock Exchange money was concerned there appeared to be more than an abundance. However, those who had call money to lend showed absolutely no inclination to force it on the market by lowering rates and despite the fact that there was a considerable amount of unlendable money on the bonds on several days, the banks would not make concessions in their offering figures.

In time money the supply, like the demand, was small. The two, however, offset one another well, so that there was neither paucity nor abundance at any time. Borrowers, believing that all money rates are to come down sharply after the first of the new year, were not inclined to bid for the fixed maturities, and the lenders were not anxious to push their funds by offering at lower figures than those which have been prevailing for some weeks past. The best evidence of this lies in the fact that the banks and the money brokers marked up their time quotations in mid-week, at a time when the demand certainly could not have exceeded the supply.

Other forms of accommodation, too, were steady. There was no change in the commercial paper rate, and while there is less harmony among bankers' acceptance dealers than there was a time back, the widest spreads reported were not very wide and the business was carried on on a fairly uniform basis. The business, it might be added, was extremely light.

Steady liquidation in the stock market, a limited demand for new security financing and reports of liquidation in mercantile lines all have contributed to make borrowers less anxious to fill their requirements than they were and has inspired them with a confidence that money rates are to come down very shortly. In most places it is expected that by the end of next week the general money market will be working into lower levels, if not actually already at the lower levels, and there appears to be supreme confidence among potential borrowers that money will be something closely approximating a drug on the market after the first of the year.

Under these circumstances, borrowings are being held to the minimum and the demand for anything but the shortest maturities is virtually nil. There is a good demand for call money for purposes other than carrying stocks and it is being filled without disturbing rates. In the same way, many of the commercial bills which are coming into the market are being drawn for very short periods, with the borrowers willing to risk making new loans at the maturity of their old ones. It has been a long time since borrowers displayed so much confidence in their own position, and if it should happen that the market does not come down directly after the first of the year, it is quite possible that the borrowers will be forced into a very uncomfortable predicament.

The lenders, however, seem to be almost as certain as the borrowers are that rates are definitely pointed downward. They are not trying to force money on the market, but are willing enough to fill the demands which come to them. In this respect the lenders have rather the best of it, for if all rates are to decline immediately the turn of the year is passed, rates at the Reserve Bank doubtless will come down, too, in which event the lenders will be able to take advantage of that situation and will be able to hedge themselves.

The weekly bank statements showed nothing unusual. At the Reserve Bank there was a slight improvement in the ratio of cash reserve, which moved up from 39.1 a week ago to 29.9 per cent. for the close of the past week. This gain was occasioned by an increase of \$30,417,000 in total cash reserve, a gain which more than offset the increases of \$37,176,000 in net deposits and \$9,348,000 in outstanding Federal Reserve notes.

The gain in cash reserves came about mainly by an increase in the gold settlement fund of

\$29,419,000. This, in view of the fact that the bank was neither borrowing from nor lending to other Federal Reserve banks, would seem to point to a change in the flow of funds, which have been moving toward the interior all Fall and now seem to be pointing back in this direction. If this turns out to be the case, the movement in our favor has started a little earlier than it was expected to.

The bank also gained \$33,226,000 in the gold and gold certificate item, but against this it lost \$23,651,000 in the gold reported as in the custody of foreign agents. What happened here was that the Assay Office had passed through the gold which the bank brought back from London some weeks ago.

Borrowings of members, which fell off \$72,855,000 in the preceding week because of the shift occasioned by the tax payments and the maturing of a large block of Treasury certificates, increased on balance in the past week \$53,199,000. The movement the past week, as in the week before, was largely in the commercial paper rediscounts, which had contracted by \$112,446,000 in the earlier week and which increased by \$57,199,000 last week. Government paper rediscounts, which had increased \$39,591,000 in the earlier week, were down only \$3,238,000 in the statement which the bank published on Friday.

Bills bought were up \$7,472,000, indicating the scant demand for acceptances in the general market. The Treasury's account, after its advance of \$48,361,000 over the tax payment date, contracted last week nearly all of this, the net decline being \$41,815,000. These changes, on balance, resulted in an increase in total earning assets of \$19,618,000.

In the Clearing House display loans, which had shown a gain in the previous week for the first time since the middle of October, again fell in the past week, the decline being \$36,251,000. This contraction still left the total of actual loans considerably higher than at any time since November 13, but it shows that the gain of the week before was entirely due to the strain over the tax date and that the general trend is downward. Demand deposits were off \$21,303,000 in the actual and \$79,642,000 in the average, another indication of progressive deflation. Bills payable, acceptances, rediscounts and other liabilities, however, increased \$37,312,000.

Bonds

Continued from Page 812

York Central debenture 6s went off an average of 2½ points. Southern Railway first 5s dropped from 84 to around 81, while the 4s were more or less steady most of the week. Illinois Central 4s of 1953 went off about a point and a quarter. The Northern Pacific issues declined somewhat, the 4s leading with a loss of over a point. The Pennsylvania 7s declined about half a point, while the general 4½s and the 5s were off on an average of 2 points over the week. Trading in the St. Louis & San Francisco issues was very active, the prior lien 4s holding steady at 59 with slight fluctuations, but the adjustment 6s were under pressure most of the time, losing about 2 points.

Industrial Bonds Weak—Industrial bonds were rather weak, due, it was thought, principally to depression in the stock list. Declines were not wide, but large shrinkages in values were recorded. The high-grade issues continued firm, but in those of a more speculative nature there were some wide fluctuations. The issues of the basic industries lacking strengthening factors in improving trade conditions continued on practically the same levels. United States Rubber 7½s sold as low as 95, losing about 2 points during the week. Central Leather 5s were also weak to approximately the same extent. United States Steel 5s touched 89½, but the Bethlehem Steel refunding 5s fluctuated only fractionally around 77. Lackawanna Steel 5s of 1950 lost about a point. General Electric debenture 6s were also down about a point and a half, while the 5s went off 1½ points. Republic Iron and Steel 5s were fairly steady, going off only fractionally at any one time.

Tractions Show Little Strength—The market on local tractions was languid, with one exception. Interborough first and refunding 5s showed considerable strength under fairly heavy trading on Thursday, advancing to a high of 49. Later, however, the bonds dropped to around 47½. Third Avenue refunding 4s went off a point and a half, while the adjustment 5s were steady at around 24½ to 25. Brooklyn Rapid Transit gold 5s were inactive, while the certificates of deposit went as low as 35¼. Hudson & Manhattan first and refunding 5s went off nearly 2 points, and the adjustment income 5s declined about 2 points to 20.

Foreign Bonds Down—City of Paris 6s fell off about a point during the week, which was also true of the City of Christiania, Norway, 8s, and the City of Berne, Switzerland, 8s. Dominion of Canada 5s of 1926 declined almost 2 points. The 5½s of 1929 were probably the steadiest of the list. French Government 8s fell off at one time to 99½, while the Swiss Government 8s declined considerably toward the latter part of the week to 101½, but closed later at around 102. Both series of the Japanese 4½s were strong, holding a steady position at 75. The Kingdom of Belgium 7½s touched 94, while the 6s lost over 2 points in a slump to 86½.

Stocks—Transactions—Bonds

STOCKS, SHARES

Week Ended Dec. 25

	1920	1919	1918
Monday	908,268	941,975	348,487
Tuesday	1,501,802	751,583	425,504
Wednesday	1,420,526	584,973	Holiday
Thursday	1,088,221	Holiday	655,717
Friday	606,915	1,211,910	721,195
Saturday	Holiday	742,250	579,337
Total week	5,617,732	4,232,491	2,730,240
Year to date	219,083,299½	308,412,657	141,244,149

BONDS, PAR VALUE

	1920	1919	1918
Monday	\$26,010,000	\$26,775,500	\$15,083,000
Tuesday	33,942,000	30,060,500	17,139,500
Wednesday	27,680,500	32,597,250	Holiday
Thursday	25,419,750	Holiday	21,839,000
Friday	21,400,400	33,041,550	31,573,500
Saturday	Holiday	19,245,400	19,462,000
Total week	\$138,512,650	\$151,620,200	\$108,097,000
Year to date	3,808,343,450	3,647,172,025	2,020,511,500

In detail the bond dealings compare as follows with the corresponding week last year:

	Dec. 25, '20	Dec. 27, '19	Changes
Corporations	\$29,054,500	\$27,252,000	+ \$1,802,500
Liberty	105,053,650	116,826,200	- 11,772,550
Foreign	4,250,500	7,448,000	- 3,197,500
City	154,000	91,000	+ 63,000

Total week \$138,512,650 \$151,620,200 - \$13,107,550

Stocks—Averages—Bonds

TWENTY-FIVE RAILROADS

	High.	Low.	Last.	Ch'gs.	Last, Yr.
Dec. 20	51.29	50.39	50.52	- .21	50.63
Dec. 21	50.93	48.53	49.21	- 1.32	50.08
Dec. 22	50.47	48.86	50.02	+ .81	50.14
Dec. 23	51.62	49.99	51.47	+ 1.45	50.67
Dec. 24	51.80	50.91	51.29	- .18	50.67
Dec. 25	Holiday				50.38

TWENTY-FIVE INDUSTRIALS

	High.	Low.	Last.	Ch'gs.	Last, Yr.
Dec. 20	81.79	80.33	80.80	- .89	119.45
Dec. 21	81.14	77.55	78.39	- 2.41	119.44
Dec. 22	79.65	76.55	78.46	+ .07	120.13
Dec. 23	81.80	78.80	81.76	+ 3.30	Holiday
Dec. 24	81.78	79.93	80.35	- 1.41	122.03
Dec. 25	Holiday				122.36

COMBINED AVERAGE—FIFTY STOCKS

	High.	Low.	Last.	Ch'gs.	Last, Yr.
Dec. 20	66.54	65.36	65.66	- .55	88.04
Dec. 21	66.63	63.04	63.80	- 1.80	87.76
Dec. 22	65.06	62.70	64.24	+ .44	88.13
Dec. 23	66.75	64.44	66.61	+ 2.37	Holiday
Dec. 24	66.83	65.42	65.82	- .79	89.35
Dec. 25	Holiday				89.37

Bonds—Forty Issues

	Close.	Net Change.	Same Day
Dec. 20	67.26	- .23	71.39
Dec. 21	67.10	- .16	71.33
Dec. 22	66.72	- .38	71.26
Dec. 23	66.63	- .09	Holiday
Dec. 24	66.85	+ .22	71.48
Dec. 25	Holiday		71.62

STOCKS—YEARLY HIGHS AND LOWS—BONDS

—50 STOCKS—			—40 BONDS—		
High.	Low.		High.	Low.	
*1920	94.07	Apr. 65.97	Dec. 73.14	Oct. 65.57	May
1919	99.50	Nov. 69.73	Jan. 79.05	June 71.05	Dec.
1918	80.16	Nov. 64.12	Jan. 82.36	Nov. 75.65	Sep.
1917	90.46	Jan. 57.43	Dec. 89.48	Jan. 74.24	Dec.
1916	101.51	Nov. 80.91	Apr. 89.48	Nov. 86.19	Apr.
1915	94.13	Oct. 58.99	Feb. 87.62	Nov. 81.51	Jan.
1914	73.30	Jan. 57.41	July 89.42	Feb. 81.42	Dec.
1913	79.10	Jan. 63.09	Jan. 92.31	Jan. 85.45	Dec.
1912	85.83	Sep. 75.24	Feb.
1911	84.41	June 69.57	Sep.

*To date.

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The Annalist Barometer of Business Conditions

UNSETTLEMENT continues to be the outstanding feature of the business situation. Some developments of favorable import have come to light, but as opposed to these there have been retrogressions in a number of lines, and the entire character of the situation for the moment is one of dubious portent. Buying is still of the hand-to-mouth variety, with little prospect of change in the immediate future. Much as may be claimed for the increased volume of buying due to holiday requirements, the fact remains that demand of this sort has not by any means measured up to the standard of other years. It would seem that there had been a fundamental fault in the entire retail structure. Instead of drastic price reductions for the purpose of liquidating inventories so far as possible, and thus wriggling out of an untenable position, there has been an endeavor on the part of the retailers to uphold prices against falling quotations in the primary market, and this has cut down by a large proportion the volume of holiday business that might normally be expected.

In consequence it is not at all unlikely that there will be a radical price readjustment with the turn of the year. Those companies which have been carrying goods with the aid of bank loans will probably find that accommodation is available to a decidedly less degree than in the past. Therefore stocks will have to be liquidated, and if liquidation is extensive, as seems probable, prices will undoubtedly be sharply reduced.

The all-important factor is the boycott of high prices by the public at large. There is no evidence at hand to show any change of sentiment in this particular, and it is probable that quotations will have to recede substantially before demand quickens. There is a disposition to rant against the lack of buying power on the part of the public, but when all is said the cries of protest fail completely. There is actually no reason why the public should forego its right as to the fairness of prices. When the level has fallen to an extent that is within the bounds of conservatism demand will quicken and business generally should improve.

Events of the week just passed have emphasized further the curtailment which is taking place in business activities. The one question of unemployment shows the trend of events. There are undoubtedly those who take a hopeful view of the situation, but for the most part there is no endeavor to deny that a serious condition exists at the sources of production. Also there is no real sign to indicate that a change is imminent. At the same time sentiment is rather improved over that which has prevailed in the last few weeks. This, however, is undoubtedly a product brought about by the optimism resulting from the increased holiday demand. The fact is quite overlooked, however, that while buying is of better proportion the volume of business is small by comparison with other years.

Acceptances

THE approach of the Christmas holidays was plainly reflected in the market for bankers' acceptances last week, and business suffered accordingly. The demand, such as it was, came chiefly from the local commercial banks, which bought on a fairly good scale, but not on a sufficiently large scale to offset the losses elsewhere. Out-of-town buying was decidedly limited, and the savings banks, which have been watched with more than the usual interest, have so far done virtually nothing.

As was the case in the previous week, dealers expected that savings banks would start buying in anticipation of their January requirements, but they did nothing of the sort. In the closing days of the week before these institutions had made some purchases, all for immediate delivery, and then it was hoped that they would start buying in earnest. But such has not been the case. Last week their investments in prime bankers' acceptances were smaller, if anything, than in the earlier week.

There is no very satisfactory explanation for this listlessness on the part of savings banks. This year they have not been especially heavy investors in bonds or in short-term stuff, nor have they, so far as is known, been large buyers of real estate mortgages on local property. One of the features of the several housing inquiries has been the disclosure that less money than usual is going into realty investments, and there has been nothing the last few weeks to indicate any quickening in this market.

On the other hand, speaking unofficially, savings bank people have insisted that their deposits are holding their own or are increasing. Whether

this state of affairs will be divulged by the formal reports at the end of the year or not remains to be determined, but most of those who have spoken have insisted that the public was placing its money with the savings institutions at as good a pace as heretofore. If this is so, there is something of a mystery as to what the banks are doing with the cash which is coming to them.

Commercial bank buying, as stated above, has been relatively good. The local institutions have been in the market on all days of the past week and have absorbed a good volume of bills. This, perhaps, is natural, as there are reports about of idle funds awaiting investment after the turn of the year, and prime bills supply a very desirable medium for temporary employment. In the week the takings by the commercial banks probably exceeded their purchases of the week before, and it is considered that they will again be in the market on a good scale during the present week.

Corporate and individual buying for investment, on the contrary, has gone pretty much the way of savings bank buying. There has been very little of it, and there is nothing to point to an early resumption of buying of this character. Many of the dealers continue to carry on their educational

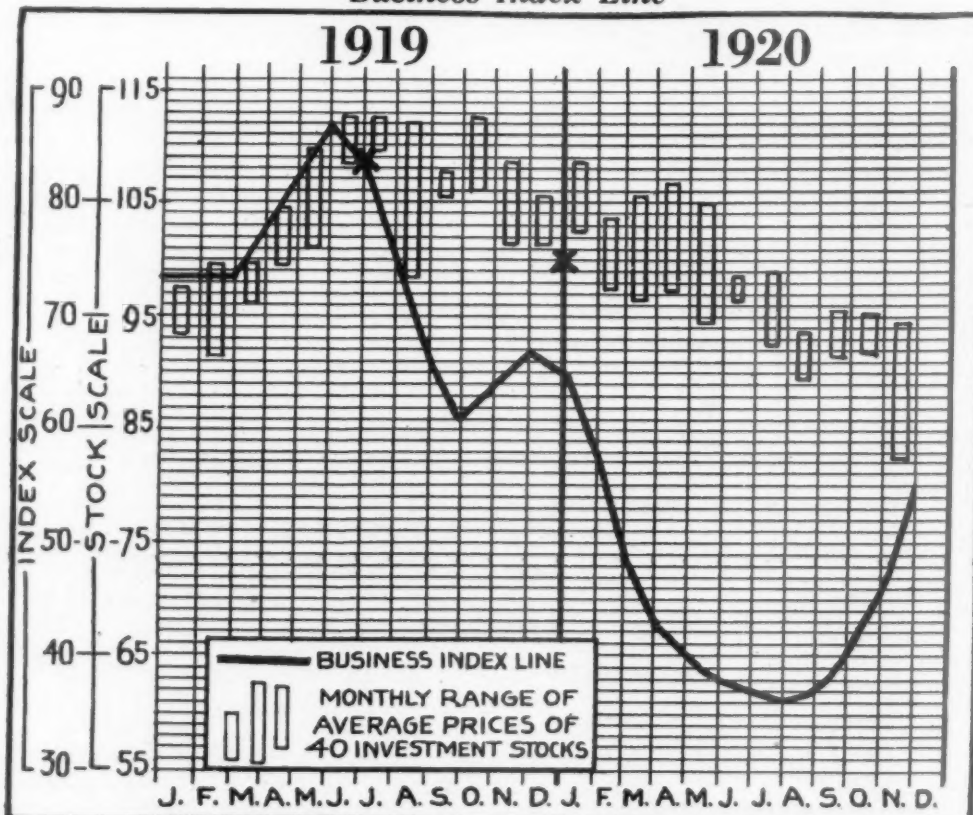
propaganda, but at the moment it does not seem to be enjoying very good results.

The supply of bills last week was quite up to the average, which rather surprised some observers who had expected a falling off because of the reported slackening in general business. If there really has been a slowing down, and most authorities and most of the statistical displays are in agreement that there has, it has not found much reflection in the bill market, for whenever the demand becomes even moderately good the supply proves abundant. At the close of last week dealers reported that their portfolios were somewhat larger than at the close of the preceding week.

Iron and Steel

THE most important development with reference to the iron and steel industry relates to the price on steel rails. During the past week a number of the independent companies announced a price corresponding to that of the United States Steel Corporation, and it is probable that the rail orders taken some time ago on an adjustment basis were closed at the Steel Corporation level. If the

Business Index Line



October Index Number 44.

November Index Number 54.1.

THE November Index Number sustains the forecast begun by the July Index Number, which was explained in detail in THE ANNALIST of Nov. 22. Briefly the indications given were that the December or January averages of security prices would show an upward movement, that there would be a reaction in February, and that then the list would start up for a long bull movement with business responding more slowly to the influences now beginning to bear on the security and commodity markets and beginning its revival in August.

In general the prices of investment stocks on the New York Stock Exchange and of the condition of business throughout the country will follow the trend of the Business Index Line, stock prices responding first to the influences which direct the index line and business feeling the effect of these influences some four to ten months later.

However, a change in direction of the line is not, alone, an indication that a falling stock market will rally or that a rising market has reached its peak. Such changes in direction of the index line may mark only momentary fluctuations which will presently cease to exert an influence and the line will resume its former trend.

In the case of a low level in the stock market and of unsettled business conditions, such as exist at present, an upward turn of the line can be considered as indicative of an impending change in conditions only when the index number of the second month following the turn shall be greater than 110 per cent. of the index number marking the turn and also greater than 108 per cent. of the index number of the first month after the turn and when the index number of the third month after the turn shall be greater than 110 per cent. of the index number of the third month. As exemplified in the present instance a forecast can be considered to have been given only if the October index number shall be greater than 110 per cent. of the September index number, or approximately 44.

In the case of a high level of the stock market, accompanied by great activity and prosperity in the business field, a downward turn of the line can be considered as indicative of an impending change for the worse only when the drop in per cent. from the index number of the preceding month is equal to an amount at least as many times .71 as the second index number is numerically greater than 83. For example, a drop in the index number from 92 to 88 would constitute a forecast, for 88 is 95.6 per cent. of 92 and so has fallen 4.4 per cent. But 88, being numerically greater than 83 by five, is required to fall only five times .71, or 3.55 per cent. A drop to 88 from 91 would not constitute a forecast, for 88 is only 3.3 per cent. less than 91 and the fall to 88 must be at least 3.55 per cent.

volume of business in rails was of tremendously large proportion it would probably be possible for the independents to uphold their price level of the last year and a half. The inability to do this presumes small requirements of urgent necessity by the railroads.

Signs of curtailment continue to crop up and the level of business being done by the independents is steadily decreasing. As yet only a beginning has been made in the slowing down operations. Each succeeding week shows a greater proportion of idleness among the independents. The United States Steel Corporation, on the other hand, is reveling in the largest business that has been undertaken.

Foreign Exchange

THE foreign exchange market has been dull and surprisingly featureless during the last week. For the most part it was strong, but the strength was not impressive, and there was nothing to indicate that it would have been sufficient to withstand any real pressure. The explanation for the performance appears to be that the volume of selling had abated, while there was a rather small and scattered year-end demand which was imperative and had to be filled. Thus, buying on a modest scale served to advance prices substantially at times, and even when there was very little buying in the market prices did not suffer the usual setbacks which come in times of extreme listlessness.

Sterling, which had closed the previous week at \$3.49½ for sight bills, opened at about \$3.49 on Monday and then moved up to above \$3.52 before the closing on that day. On Thursday it got only slightly below \$3.51, and went as high as \$3.53¼. Wednesday was a quiet day with only nominal fluctuations, but on Thursday the high for the week was made at \$3.53½. On Friday, the last day of business, there was a decline of about 2 cents in the pound from this figure, but the rate still stood some 1½ cents above the close of the week before.

French francs followed sterling, in a general way, and moved up to 5.94¼ on Tuesday, as compared with 5.89 at the close of the earlier week. There was a reaction in francs at the close of the period, and this carried the French rate down to a net loss for the six days. Belgian francs moved in harmony with French francs. Italian lire, which have been pretty much "on their own" for some time past, continued to move without much regard for what the rest of the market was doing, but the movements were not so wide as they have been this season, and on the whole lire displayed a welcomed firmness which had not frequently been noted in some months.

The mid-European rates were quiet and inclined to be slightly heavy in the fore part of the week, but toward the close they improved on a somewhat livelier demand. These rates, though, are so easily moved in either direction that their day to day, and even their week to week, fluctuations have little real significance. There is a good deal of speculation going on in them, both on this end and in Europe, and it is difficult to say at times whether their fluctuations are being dictated by economic developments or merely by the shift of speculative positions.

Political news last week played little or no part in the foreign exchange market. Such news as there was was generally good. The passage of the War Finance Corporation resolution was more or less a negative factor, but bankers and dealers in the exchanges were inclined to make much of the proposed \$100,000,000 Foreign Trade Financing Corporation which the American Bankers Association is back of. It is reported, and generally believed, that this corporation will shortly be in position to function, and it is hoped that it will prove of greater benefit to foreign trade than have some of the other corporations which have come into being in recent months. This is not to cast aspersions on the others, but the Foreign Trade Financing Corporation is so large and has such strong and such widespread backing that it promises to become a comprehensive factor which the others, of necessity, could not be.

Secretary Houston's assertion that it would be ill-advised to establish \$1,000,000,000 credits here for Germany, or formal credits backed by the Government or by semi-governmental agencies for any other amount, great or small, probably will go further than his opposition to the revival of the War Finance Corporation. Incidentally, the Secretary intimated that he has a solution for the foreign trade situation, and it is to be hoped he has, for Mr. Houston, in whatever he may suggest and recommend, will have at least the close attention of

the banking community, for he has won the approval and support of a great many of the more responsible bankers by his level-headed and courageous course of the last few months. It is some years since a Secretary of the Treasury has been held in as high esteem as is Mr. Houston.

The variations of Canadian exchange, which last week went to the greatest premium thus far recorded, have been attracting more than the usual attention. Sales of Canadian products here have not been diminishing, so far as is known, and Canadian purchases have not been excessive, if what appear to be reliable reports are to be believed. The trade balance, of course, is heavily against Canada, and the Canadians have not been borrowing as heavily in this market as the attention which Canadian offerings receive would indicate. The possibility of an embargo on Canadian grain, or at least of a heavy tariff, which would amount to virtually the same thing, may have had something to do with it, by causing a transfer of funds from the Montreal market to this one in anticipation of a heavier debit balance, and consequently a greater depreciation in Canadian funds. Whatever the cause, however, the fact remains that Canadian exchange is moving very rapidly against the Dominion, and some of the Dominion bankers, while professing not to be alarmed, certainly do not relish the situation.

New foreign financing seems to be more remote now than it did a month ago. Then it was confidently predicted that several of the South American countries shortly would receive substantial accommodation in this market, but most of the proposals then made have come to nought and are not likely to be revived for some little time to come. The South American leaders, countries like the Argentine, Chile, Brazil and possibly one or two others, surely will be in the American market at some future date, but it is not probable that they will be able to float any considerable amounts of securities just yet.

One drawback to South American financing is the demands of the South Americans themselves. They appear to be under the impression that the American market will accommodate them for any amount they desire. Thus, when the local bankers inform them that they can borrow, say, \$25,000,000, the South American commissioners are very apt to demand \$50,000,000. It is difficult to accomplish much under the circumstances, and many of the bankers here have about abandoned the idea of doing business with the South American countries until they have changed their attitude.

The situation with regard to Cuba is about unchanged, so far as may be learned. However, with the return of Mr. Rathbone, who got back from the island late last week, the situation is likely to change at any moment. But it is said to be highly improbable that any Cuban loan will be floated here in the next week or two, and that probably it will be the middle of January, at the earliest, before any formal public offering of Cuban securities will be made, provided, of course, that any loan is arranged.

Textiles

EXCEPTING in the cotton goods trade, where actual and prospective reductions in prices held the centre of the stage, last week in the textile industries was about as uneventful as a week could be. Even in the cottons there was not much done in the way of buying and selling, due very largely to the temporary postponement of the repricing of certain basic types of fabrics, notably gingham.

About the sharpest cuts of the week were made in wide sheetings, in which reductions of 25 cents a yard on standard brands were shown. Great quantities of these goods had been sold on memorandum, and the cuts made in them meant the acceptance of very big losses by the mills which had distributed goods. Following the announcement of the new quotation on these goods by leading houses in the market, revised price lists covering manufactured sheets and pillow cases were sent out by sellers of those goods. Muslins and other standard bleached cottons had not been repriced up to the time of writing, and the prospects were then that they would not be revised until late this week.

The same thing was true of gingham in the colored fabrics end of the market, although price-cutting in a quiet but substantial way was done on printed wash goods. No further reductions in prints and percales were announced, however. Unfinished cottons put in a conservative week, with prices nominally unchanged from the bases of the previous week.

The week in the woollens and worsteds trade was devoid of interest. There were reports around the market that some duplicate orders were being

placed on Spring lines of men's wear fabrics, but they were not confirmed. Other reports current in the trade told of the efforts of some of the larger manufacturers of women's garments to sound out the principal makers of dress goods on their attitude for next Fall. If this really was done, little, if anything, appeared to come of it.

The effects of the holidays were plainly visible in the silk field during the week. Buyers for the most part marked time, although the cutters-up were fairly active in the opening days, particularly on brown and blue taffetas. Raw silk prices were nominally steady, despite the fact that a great stretch of imagination would be required to describe the week's business in them as large. The syndicate continued to buy Japanese silks in a limited way, and visible stocks at Yokohama have receded to 50,000 bales.

Nothing of particular interest developed in the local market for linens during the week. Some stilted buying was done for the forthcoming January white sales, but the volume was limited. The principal happening of the week was the receipt here of cables telling that the British linen mills had closed down on last Wednesday, and that they would stay closed for five weeks.

Prices were slightly firmer in the burlaps trade, due to a somewhat stronger feeling at Calcutta. Local quotations for spot burlaps are again lower than the replacement costs in the primary market, and, despite the week's improvement, they are still well below corresponding pre-war levels.

Shipping

ADMIRAL BENSON denies that the price of Shipping Board tonnage is to be reduced. Bids on two tankers were called for last week, but there were no offers made. The lack of interest in the Shipping Board's offerings of vessels for sale has prompted the unauthorized report that the price at which the board has been holding this tonnage would be reduced in order to stimulate sales. Critics of the board have insisted that the price should be reduced to hasten the return to private ownership. Insistent reports have been current that the Administration which will come into existence next March will take some drastic steps along this line, probably adopting a plan of auctions in order to get the Government out of the shipping business.

While denying that the present board intends to reduce the price at which it has been holding Government ships, Admiral Benson announced that up to Dec. 4 last a total of 430 vessels of 2,157,124 deadweight tons had been disposed of to private operators. This tonnage represents a sales value of \$297,818,393.19. But from July 15 to Dec. 4 only twenty-four vessels, inclusive of two wrecks, of 150,574 deadweight tons, representing a sales value of \$25,462,998.49, were sold. On the other hand the sale of thirteen vessels, of 73,322 deadweight tons, with a sales value of \$11,479,647.50, were canceled during this same period. From this it appears that only eleven vessels were disposed of during the latter half of 1920.

A delegation of shipping men, headed by P. A. S. Franklin of the International Mercantile Marine, last week appeared before the Bureau of Internal Revenue in Washington, and together with officials of the Shipping Board asked for a re-

Continued on Page 828

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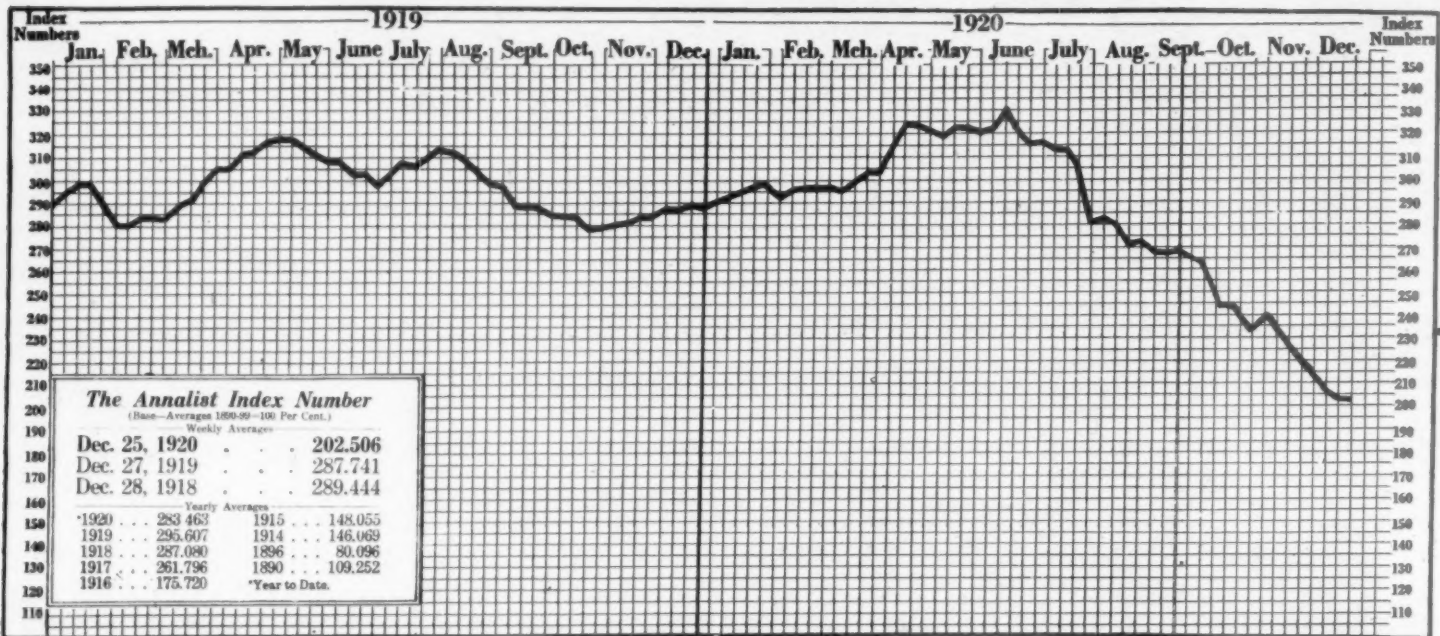
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Curve of the Food Cost of Living



An index number is a means of showing fluctuations in the average price of a group of commodities. The Annalist Index Number shows the fluctuations in the average wholesale price of twenty-five food commodities selected and arranged to represent a theoretical family's food budget.

Financial Transactions

	Last Week	Same Week Last Year	Year to Date	Same Period Last Year
Sales of stocks shares	5,617,732	4,232,691	219,063,299	308,412,657
Sales of bonds par value	\$138,512,650	\$151,620,200	\$3,808,343,150	\$3,647,172,025
Average price of 50 stocks	High 60.83 Low 62.70	High 60.40 Low 67.06	High 64.07 Low 69.73	High 69.50 Low 69.73
Average price of 30 bonds	High 67.26 Low 66.63	High 71.62 Low 71.36	High 73.14 Low 65.59	High 79.05 Low 71.05
Average net yield of 1 high-priced bond	5.41%	5.12%	5.38%	4.97%
New security issues	\$19,000,000	\$18,000,000	\$1,587,200,000	\$1,144,255,500
Refunding		1,143,500	139,825,210	213,646,500

POTENTIALS OF PRODUCTIVITY

The Metal Barometer

	—End of November—	—End of October—
United States Steel orders, tons	9,021,481	7,128,830
Daily pig iron capacity, tons	97,830	79,745
Pig iron production, tons	\$2,934,908	\$2,392,350
Month of November		Month of October

Alien Migration

	June	May	April	March	Feb.	Jan.
Inbound	62,692	63,772	48,219	39,971	30,606	31,858
Outbound	24,545	17,121	19,107	22,639	11,007	27,085
Balance	+38,147	+46,651	+29,112	+17,332	+19,599	+4,772

Building Permits (Bradstreet's)

	November	October	September
142 Cities	142 Cities	156 Cities	150 Cities
\$65,503,920	\$128,386,807	\$146,348,703	\$150,919,657
			\$131,946,984

MEASURES OF BUSINESS ACTIVITY

Bank Clearings

	The Last Week, P.C.	The Week Before, P.C.	Year to Date, P.C.
Entire country estimated from complete returns from cities representing 92.3 per cent. of the total. Percentages show changes from preceding year.			
1920	\$7,086,000,000 +10.7	\$6,165,000,000 -11.9	\$41,322,000,000 +8.8
1919	7,920,000,000 +27.3	10,160,000,000 +40.4	405,118,000,000 +23.7

Gross Railroad Earnings

	First Week in December	Fourth Week in November	Third Week in November	Month of September	From Jan. 1 to Sept. 30
1920	\$15,876,023	\$21,908,832	\$18,802,044	\$616,200,796	\$4,438,151,873
1919	12,573,390	19,207,734	14,919,321	498,611,917	3,780,780,145
Gain or loss	+3,302,633 +26.27%	+45,791,098 +30.15%	+3,942,723 +26.43%	+\$117,588,879 +23.5%	+\$657,371,728 +17.3%

WEEK'S PRICES OF BASIC COMMODITIES

	Current Minimum Price	Range 1920	Mean Price 1920	Mean Price of Other Years
Copper: Lake, spot, per lb.	\$0.1350	\$0.109% - \$0.1550	\$0.1350	\$0.1925
Cotton: Spot, middling upland, lb.	0.16	.4375 - .1550	.2825	.3250
Cement: Portland, bbl.	4.80			
Pine: Nor. Car. Roofers 6 in., per 1,000 feet	31.00	62.00 - 31.00	46.50	44.00
Hides: Packer, No. 1, native, lb.	.19	.41 - .18	.30	.40
Petroleum: Pennsylvania crude at well, bbl.	6.10	6.10 - 5.00	5.55	4.50
Pig iron: Bessemer, at Pittsburgh, per ton	36.90	50.40 - 36.90	43.71	33.875
Rubber: Up river, fine, per lb.	.40	.1925 - .40	.34125	.34
Silk: Japan, Simahlu No. 1, per lb.	6.40	17.85% - 5.00	11.4275	

Comparison of Week's Commercial Failures (Dun's)

	Week Ended Dec. 23, 1920	Week Ended Dec. 27, 1919	Week Ended Dec. 26, 1918	Week Ended Dec. 27, 1917	Week Ended Dec. 28, 1916
To-Over	To-Over	To-Over	To-Over	To-Over	To-Over
East	153	43	22	50	24
South	18	6	20	7	43
West	18	7	23	6	13
Pacific	20	13	18	7	36
United States	374	68	126	44	203
Canada		3	13	3	9

Failures by Months

	November	October	September
Number	1,650	1,551	1,356
Liabilities	\$30,758,130	\$9,177,321	\$236,250,300
			\$104,960,695
			\$150,770,496

OUR FOREIGN TRADE

	October	September	August	July	June
Exports	\$751,729,488	\$631,618,449	\$6,832,324,338	\$6,408,966,406	\$6,088,844,337
Imports	\$34,075,831	\$401,845,150	\$4,092,695,065	\$4,092,695,065	\$4,092,695,065
Excess of exports	\$417,653,657	\$229,773,299	\$2,739,629,273	\$2,316,000,340	\$2,000,000,000

BAROMETRICS

The State of Credit

Foreign and Domestic Exchange Rates

New York funds in Montreal were quoted at \$181.87% @ \$158.75 premium. The discount on Montreal funds in New York was from \$153.88 @ \$137.00. The week's range of exchange on the principal foreign centres last week compared as follows:

Normal Rates of Exchange Demand		—Last Week—		—Prev. Week—		—Yr. to Date—		—Same Wk., 1919—	
		High.	Low.	High.	Low.	High.	Low.	High.	Low.
4.86%—London		3.53%	3.50%	3.53%	3.44%	4.06%	3.19	3.83%	3.78%
5.18%—Paris		16.82	17.06	16.31	17.24	10.74	17.54	10.36	19.64
5.18%—Belgium		16.00	16.15	15.77	16.35	5.62	17.54	16.07	16.50
5.18%—Switzerland		6.57	6.58	6.48	6.63	5.46	6.64	5.49	5.54
5.18%—Italy		29.11	29.24	28.73	29.49	13.20	29.67	12.98	13.08
46.29—Holland		31.25	31.15	31.40	30.42	39.00	29.35	37.50	37.457%
19.30—Greece		7.40	7.53	7.50	7.40	15.15	6.95	15.15	90.00
19.30—Spain		12.08	12.91	13.15	12.92	19.30	11.84	19.40	19.35
26.80—Copenhagen		15.30	15.10	15.20	14.55	19.15	13.00	18.80	18.80
26.80—Stockholm		19.75	19.70	19.80	19.25	22.15	17.70	21.55	21.45
26.80—Christiania		15.25	14.85	14.90	14.40	20.40	13.00	20.60	20.45
51.44—Russia		.75	.80	.80	.62%	4.70	.45	3.50	3.25
48.06—Bombay		46.00	45.00	26.00	26.00	49.00	26.00	46.00	45.00
48.06—Calcutta		46.00	45.00	26.00	26.00	49.00	26.00	46.00	45.00
78.00—Hongkong		56.25	54.75	56.00	54.50	106.25	54.00	90.00	90.00
106.32—Peking		70.00	78.50	86.50	78.00	179.00	77.00	186.00	176.00
167.00—Shanghai		72.50	72.00	74.00	72.00	167.00	70.50	165.00	164.00
49.82—Kobe		49.25	48.75	50.375	49.50	52.50	47.00	51.50	50.50
49.83—Yokohama		49.25	48.75	50.375	49.50	52.50	47.00	51.50	50.50
56.00—Manila		45.50	45.25	45.50	45.50	50.00	46.00	49.00	49.00
42.44—Buenos Aires		34.625	34.125	35.625	34.125	43.75	32.875	43.15	43.15
33.55—Rio		14.375	14.00	15.75	14.375	28.00	15.325	28.25	27.25
23.83—Germany		1.39%	1.38%	1.40	1.32%	3.01	1.01	2.00	2.01
20.46—Austria		.26	.23	.28	.22	.85	.22	.60	.57
20.46—Jugoslavia		.74	.73	.72	.72				
20.26—Czechoslovakia		1.16	1.16	1.13	1.13			1.95	1.95
19.30—Belgrade		2.80	2.80	2.88	2.88				
19.30—Finland		2.41	2.41	2.35	2.35			3.22	3.22
19.30—Rumania		1.28	1.28	1.18	1.18			3.50	3.50

Cables

	3.54%	3.51%	3.54%	3.45%	4.07%	3.19%	3.84%	3.80
4.86%—London	16.81	17.04	16.29	17.22	10.72	17.56	10.34	19.62
5.18%—Paris	16.00	16.13	15.75	16.31	5.61	17.56	10.05	19.48
5.18%—Belgium	6.57	6.58	6.48	6.61	5.44	6.63	5.47	5.52
5.18%—Switzerland	20.00	20.45	20.71	20.47	13.18	20.58	12.96	13.06
46.29—Holland	31.375	31.25	31.50	30.52	39.25	29.33	37.625	37.625
19.30—Greece	7.45	7.28	7.75	7.45	15.235	7.60	15.65	15.65
19.30—Spain	13.00	12.93	13.17	12.94	19.35	11.86	19.45	19.45
26.80—Copenhagen	15.35	15.15	15.25	14.60	19.20	13.05	19.05	19.00
26.80—Stockholm	19.80	19.75	19.85	19.30	22.30	17.85	21.70	21.45
26.80—Christiania	15.30	14.90	14.95	14.45	20.57	13.65	26.75	26.60
51.44—Russia	.70	.55	.70	.57%	4.90	.35	2.90	2.75
48.06—Bombay	46.75	45.25	26.80	26.50	49.50	26.50	46.75	45.25
48.06—Calcutta	46.75	45.25	26.80	26.50	49.50	26.50	46.75	45.25
78.00—Hongkong	56.35	54.85	56.10	54.60	108.00	56.10	101.50	99.50
106.32—Peking	73.00	72.10	74.50	72.50	167.50	71.00	165.50	164.50
49.82—Shanghai	49.50	48.875	50.625	49.625	52.75	47.35	51.75	50.75
49.82—Yokohama	49.50	48.875	50.625	49.625	52.75	47.35	51.75	50.75
56.00—Manila	46.00	45.50	46.00	46.00	50.25	46.25	50.75	50.75
42.44—Buenos Aires	34.75	34.25	35.75	34.25	43.50	33.00	43.25	43.25
33.55—Rio	14.50	14.125	15.875	14.50	28.25	15.50	28.75	27.40
23.83—Germany	1.40	1.39	1.41	1.33	3.05	1.01	2.10	2.03
20.46—Austria	.27	.23%	.29	.23	.90	.23	.62	.59
20.46—Jugoslavia	.74	.74	.73	.73				
20.26—Czechoslovakia	1.17	1.17	1.16	1.16		1.97	1.97	
19.30—Belgrade	2.94	2.94	2.93	2.93				
19.30—Finland	2.46	2.46	2.40	2.40			3.20	3.20
19.30—Rumania	1.30	1.30	1.20	1.20			3.52	3.52

Cost of Money

	Last Week	Previous Week	Year to Date	Same Week
New York	7 6/8	7 6/8	25	6
Call loans	8 6/8	7 6/8	10	7
Time loans, 90-180 days	8 6/8	7 6/8	10	7
8 1/2 months	8 6/8	7 6/8	10	7
Commerce disc'ts, 4-6 mos.	8 6/8	7 6/8	10	7

Foreign Government Securities

	Last Week	Previous Week	Year to Date	Same Week
Brit. Con. 2 1/2%	44%	44% @ 44	51% @ 45	50% @ 50
British 5%	82% @ 82	82% @ 82	82% @ 82	82% @ 82
French 4 1/2%	77 @ 76	77 @ 76	83% @ 76	83% @ 83
French 4 1/2% (in Paris)	57.70 @ 56.35	57.70 @ 57.20	58.20 @ 52.80	60.00 @ 59.80
French War Loan (in Paris)	85.20	85.20		88.25 @ 88.20

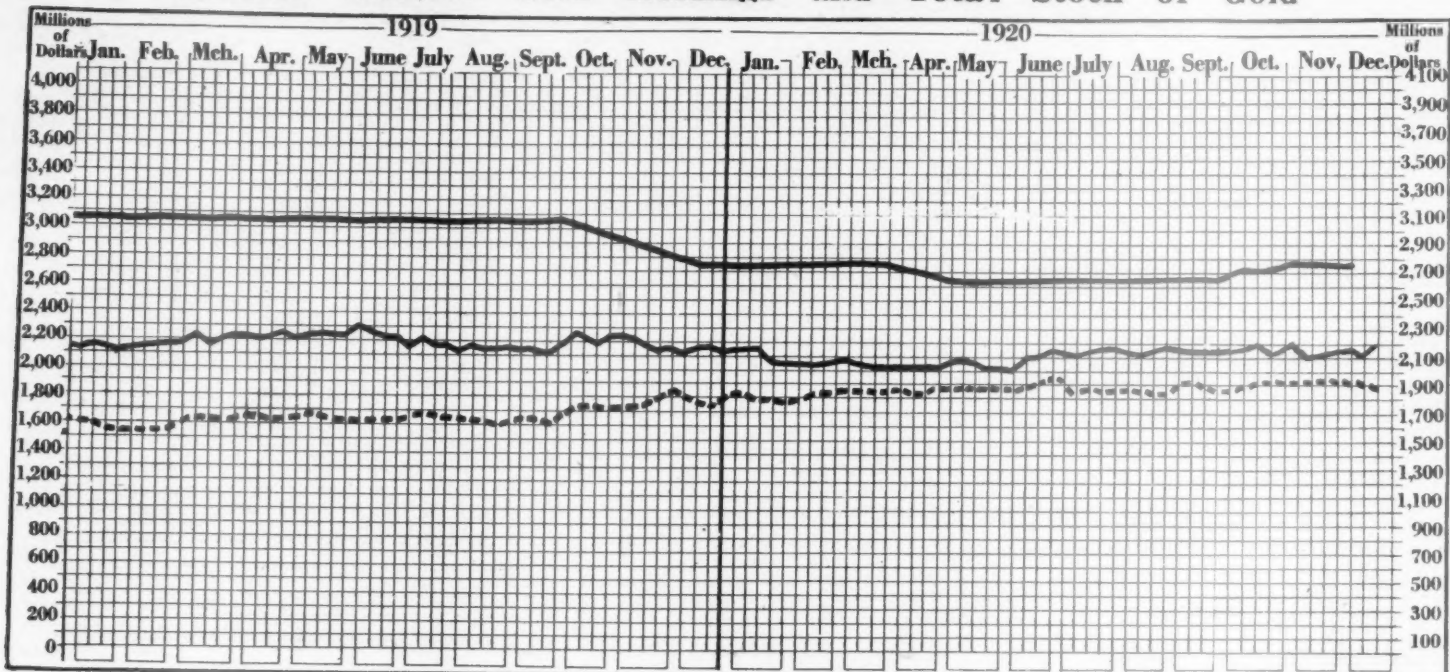
Bar Gold and Silver

	Last Week	Prev. Week	Year to Date	Same Week
Bar gold in London	117 1/2 @ 115 1/2	118 1/2 @ 115 1/2	127 1/2 @ 102 1/2	106 1/2 @ 102 1/2
Bar silver in London	42 1/2 @ 40	42 1/2 @ 40	40 1/2 @ 43 1/2	40 1/2 @ 43 1/2
Bar silver in N. Y.	65 1/2 @ 62	65 1/2 @ 62	65 1/2 @ 62	65 1/2 @ 62

Average of Wholesale Prices

	Last Week	Previous Week	1919	1918
Steers, good to choice, live weight	11.625	12.25	16.125	17.50
Hogs, light and heavy	9.05	9.20	13.70	17.525
Flour, S. P., per barrel 196 pounds	10.675	10.675	14.55	11.50
Flour, W. S., per barrel 196 pounds	9.90	9.675	11.55	11.50
Potatoes, white, bushel	.80	.84	1.875	1.005
Beef, native sides, per pound	.16	.16	.21	.21
Mutton, dressed, per pound	.10	.11	.14	.1350

Federal Reserve Gold Holdings and Total Stock of Gold



The space between the base line and the broken line represents the cash reserves required, that between the broken line and the light line the excess reserves, or free gold, and the whole space between the base line and the heavy line represents the total stock of gold. The supply is computed monthly, so that the record can never be brought to the date of publication. The chart records the last figures published.

Week Ended Friday, Dec. 24				Bank Clearings		By Telegraph to The Annalist					
Central		Last Week		Year to Date		Other Cities		Last Week		Year to Date	
1920		1919		1920		1919		1920		1919	
Reserve Cities											
New York		\$4,040,194,560		\$4,552,503,344		\$241,861,479,590		\$234,397,076,588		\$241,861,479,590	
Chicago		476,528,538		505,756,505		32,443,312,666		29,522,518,123		32,443,312,666	
St. Louis		127,672,923		146,509,897		8,263,231,463		7,075,469,903		8,263,231,463	
Total 3 C. R. cities		\$4,644,396,021		\$5,204,769,836		\$282,568,043,719		\$270,995,064,614		\$282,568,043,719	
Increase				*11.7%		4.2%					
Other Federal Reserve cities:											
Atlanta		\$44,384,403		\$72,036,878		\$3,168,460,077		\$3,218,873,502		\$3,168,460,077	
Boston		279,112,546		350,225,426		18,895,880,152		17,817,261,449		18,895,880,152	
Kansas City, Mo.		190,288,457		204,973,048		11,702,275,898		7,498,626,121		11,702,275,898	
Minneapolis		59,585,221		47,059,395		3,939,835,145		2,258,114,898		3,939,835,145	
Philadelphia		414,642,257		416,559,517		29,736,891,502		21,973,455,300		29,736,891,502	
Richmond		42,841,000		62,861,594		3,067,987,962		3,085,604,012		3,067,987,962	
San Francisco		123,300,000		137,931,041		7,987,582,030		7,104,358,865		7,987,582,030	
Total 7 cities		\$1,154,133,884		\$1,291,646,799		\$78,498,912,736		\$62,956,294,097		\$78,498,912,736	
Increase				*10.6%		24.6%					
Total 10 cities		\$5,798,529,905		\$6,504,416,635		\$361,066,956,455		\$333,951,358,711		\$361,066,956,455	
Increase				*11.5%		8.1%					
*Decrease.											

Actual Condition

Statements of the Federal Reserve Banks

Dec. 24

Actual Condition	Dist. 1. Boston.	Dist. 2. New York.	Dist. 3. Philadelphia.	Dist. 4. Cleveland.	Dist. 5. Richmond.	Dist. 6. Atlanta.	Dist. 7. Chicago.	Dist. 8. St. Louis.	Dist. 9. Minneapolis.	Dist. 10. Kansas City.	Dist. 11. Dallas.	Dist. 12. San Fran'co.
Gold reserve	\$203,195,000	\$473,618,000	\$201,431,000	\$299,109,000	\$81,828,000	\$86,272,000	\$288,672,000	\$80,375,000	\$49,124,000	\$69,118,000	\$44,627,000	\$178,133,000
Bills on hand	201,157,000	1,004,036,000	187,930,000	217,971,000	126,179,000	138,047,000	502,272,000	117,722,000	79,306,000	116,338,000	74,438,000	213,049,000
Total resources	500,152,000	1,804,978,000	489,210,000	619,057,000	281,252,000	276,101,000	955,929,000	265,144,000	161,432,000	289,936,000	181,067,000	453,187,000
Due members	109,505,000	696,124,000	103,670,000	136,351,000	54,919,000	46,830,000	236,104,000	64,692,000	42,483,000	77,653,000	47,112,000	105,965,000
Notes in circulat'n	285,140,000	880,870,000	283,740,000	365,707,000	153,779,000	176,931,000	559,683,000	139,721,000	81,493,000	113,553,000	81,993,000	272,548,000

Federal Reserve Bank Statement

Consolidated statement of the twelve Federal Reserve Banks compares as follows:

RESOURCES	Last Week	Previous Week	Year Ago
Gold coin and certificates	\$273,749,000	\$211,497,000	\$229,445,000
Gold settlement fund, Federal Reserve Board	363,723,000	353,866,000	352,785,000
Gold with foreign agencies	3,300,000	67,745,000	134,320,000
Total gold held by banks	\$640,772,000	\$633,108,000	\$716,550,000
Gold with Federal Reserve agents	1,253,492,000	1,269,725,000	1,240,032,000
Gold redemption fund	161,538,000	151,535,000	121,870,000
Total gold reserves	\$2,055,802,000	\$2,054,368,000	\$2,078,452,000
Legal tender notes, silver, &c.	180,952,000	180,100,000	57,104,000
Total reserves	\$2,236,754,000	\$2,234,468,000	\$2,135,556,000
Bills discounted: Secured by Government war obligations	1,177,263,000	1,158,974,000	1,510,354,000
All other	1,554,428,000	1,437,775,000	684,324,000
Bills bought in open market	241,167,000	234,609,000	585,212,000
Total bills on hand	\$2,972,858,000	\$2,831,358,000	\$2,780,090,000
United States Government bonds	26,850,000	26,850,000	26,854,000
United States Victory notes	69,000	69,000	69,000
United States certificates of indebtedness	281,253,000	365,555,000	273,507,000
Total earning assets	\$3,281,039,000	\$3,223,841,000	\$3,080,485,000
Bank premises	18,168,000	17,952,000	13,002,000
Uncollected items and other deductions from gross deposits	761,005,000	800,042,000	1,075,100,000
Five p. c. redemption fund against Federal Reserve Bank notes	12,652,000	12,530,000	13,237,000
All other resources	8,417,000	8,430,000	8,062,000
Total resources	\$6,318,035,000	\$6,387,263,000	\$6,325,432,000
LIABILITIES	Last Week	Previous Week	Year Ago
Capital paid in	\$99,458,000	\$99,275,000	\$87,339,000
Surplus	164,745,000	164,745,000	81,087,000
Government deposits	26,049,000	53,173,000	72,357,000
Due to members—reserve account	1,721,391,000	1,738,826,000	1,786,874,000
Deferred availability items	539,261,000	614,166,000	822,680,000
Other deposits, incl. for Gov. credits	23,652,000	38,471,000	97,650,000
Total gross deposits	\$2,310,353,000	\$2,444,630,000	\$2,779,570,000
Federal Reserve notes in actual circulation	3,404,931,000	3,344,332,000	3,057,646,000
Fed. Res. Bank notes in circulation, net liab.	217,434,000	217,434,000	261,039,000
All other liabilities	119,716,000	116,841,000	58,771,000
Total liabilities	\$6,318,035,000	\$6,387,263,000	\$6,325,432,000
Ratio of total reserves to net deposit and F. R. note liabilities combined	45.1%	45.0%	44.8%
Ratio of gold reserves to F. R. notes in circulation after setting aside 35 per cent. against net deposit liabilities	49.8%	50.5%	50.3%

Statement of Member Banks

Data for Federal Reserve Cities and in Federal Reserve Branch Cities

	New York	Chicago	Dec. 17	Dec. 10
Number of reporting banks	72	72	51	51
U. S. bonds to secure circulation	\$38,069,000	\$37,924,000	\$1,438,000	\$1,438,000
U. S. bonds, incl. Liberty bonds	216,256,000	217,871,000	17,415,000	17,415,000
U. S. Victory notes	79,587,000	77,871,000	12,910,000	12,910,000
U. S. cts. of indebtedness	184,554,000	94,973,000	11,721,000	16,053,000
Total U. S. securities	518,466,000	427,739,000	44,300,000	47,603,000
Loans secured by U. S. war obligations	400,334,000	400,782,000	68,523,000	62,954,000
Loans sec. by stocks and bonds	1,160,352,000	1,134,602,000	333,356,000	334,673,000
All other loans and investments	3,528,957,000	3,522,374,000	1,032,208,000	1,021,229,000
Total loans, investments, &c.	5,089,643,000	5,485,497,000	1,478,447,000	1,468,899,000
Reserve with Fed. Res. Banks	581,400,000	586,096,000	119,309,000	126,533,000
Cash in vault	108,767,000	111,549,000	37,231,000	36,466,000
Net demand deposits	4,404,852,000	4,383,062,000	895,199,000	912,125,000
Time deposits	279,913,000	291,785,000	303,931,000	302,603,000
Government deposits	197,641,000	7,270,000	17,566,000	1,016,000
Bills payable with F. R. Bank	279,473,000	238,136,000	18,989,000	23,564,000
Bills redis'ed with F. R. Bank	473,444,000	584,776,000	176,140,000	160,304,000
All Reserve Cities	Dec. 17	Dec. 10	Dec. 17	Dec. 10
Number of reporting banks	287	287	209	208
U. S. bonds to secure circulation	\$96,572,000	\$96,497,000	\$72,433,000	\$73,385,000
U. S. bonds, incl. Liberty bonds	343,004,000	341,200,000	156,899,000	154,056,000
U. S. Victory notes	113,982,000	110,270,000	49,617,000	53,719,000
U. S. cts. of indebtedness	265,865,000	153,794,000	64,898,000	61,110,000
Total U. S. securities	819,423,000	701,761,000	343,847,000	341,270,000
Loans secured by U. S. war obligations	673,404,000	667,077,000	135,897,000	134,574,000
Loans sec. by stocks and bonds	2,193,742,000	2,157,060,000	491,657,000	492,214,000
All other loans and investments	7,232,702,000	7,200,603,000	2,259,802,000	2,234,121,000
Total loans, investments, &c.	10,919,848,000	10,726,501,000	3,221,203,000	3,202,179,000
Reserve with Fed. Res. Banks	950,616,000	974,729,000	198,419,000	204,291,000
Cash in vault	221,716,000	218,635,000	75,662,000	70,517,000
Net demand deposits	7,580,048,000	7,605,759,000	1,693,726,000	1,716,710,000
Time deposits	1,271,266,000	1,282,701,000	907,017,000	913,633,000
Government deposits	314,965,000	13,105,000	51,965,000	3,010,000
Bills payable with F. R. Bank	427,425,000	380,898,000	135,828,000	153,381,000
Bills redis'ed with F. R. Bank	1,021,570,000	1,135,811,000	202,682,000	197,422,000
All Other Reporting Banks	Dec. 17	Dec. 10	Dec. 17	Dec. 10
Number of reporting banks	328	328		
United States bonds to secure circulation	\$100,429,000	\$100,382,000		
United States bonds, including Liberty bonds	122,168,000	121,949,000		
United States Victory notes	34,254,000	33,580,000		
United States certificates of indebtedness	42,725,000	38,673,000		
Total United States securities	299,576,000	294,584,000		
Loans secured by United States war obligations	94,754,000	94,914,000		
Loans secured by stocks and bonds	415,273,000	414,992,000		
All other loans and investments	1,843,061,000	1,848,375,000		
Total loans, investments, &c.	2,652,662,000	2,658,281,000		
Reserve with Federal Reserve Banks	149,443,000	151,247,000		
Cash in vault	83,813,000	87,044,000		
Net demand deposits	6,630,680,000	6,630,113,000		
Time deposits	1,914,000	613,137,000		
Government deposits	33,008,000	1,183,000		
Bills payable with Federal Reserve Bank	76,521,000	90,043,000		
Bills rediscounted with Federal Reserve Bank	167,953,000	176,610,000		

New York Stock Exchange Transactions

Highest and lowest prices of the year are based on sales of 100 shares. Where prices are used for less than that amount they are marked with an asterisk (*)

Week Ended December 24

Total Sales 5,617,732 Shares

1918				1919				This Year to Date				STOCKS	Amount Capital Stock Listed.	Date Paid.	Last Dividend Per Cent.	Period.	Last Week's Transactions					
High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.						First.	High.	Low.	Last.	Change.	Sales.
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	ACME TEA 1st pf.	12,750,000	Dec. 1, '20	1%	Q	20	22	22	-4	1,000	
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Advance Rumely	13,100,400	Dec. 1, '17	1	Q	14%	15	14	15	+1	2,100
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Advance Rumely pf.	11,948,500	Oct. 1, '20	1%	Q	43%	43%	40	43%	+3	2,100
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Air Reduction (sh.)	10,000,000	Dec. 1, '20	1	Q	32	34	32	33	+1	7,100
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Alaska Rubber (\$50)	10,000,000	Dec. 1, '20	1	Q	25%	26	24	25%	-	7,100
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Alaska Gold Mines (\$10)	7,500,000	Dec. 1, '20	1	Q	1	1	1	1	-	5,000
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Alaska Juneau & M. (\$10)	13,967,440	Dec. 1, '20	1	Q	1	1	1	1	-	5,000
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Albany & Susquehanna	3,500,000	July 1, '20	4%	SA	87	87	87	100	-	500
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Allegheny & Western	3,200,000	July 1, '20	3	SA	87	87	87	100	-	500
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	All-American Cables	22,991,400	Oct. 14, '20	1%	Q	87	87	87	100	-	1,000
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Alliance Realty	2,000,000	Dec. 1, '20	1%	Q	47	47	44%	46	-	8,000
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Allied Chemical & Dye w. l.	2,454,700	Nov. 15, '20	1	Q	86	86	84%	86	-	3,000
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Allied Chem. & Lye pf. w. l.	2,454,700	Nov. 15, '20	1	Q	28%	29	28%	28%	-	8,800
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Allis-Chalmers Mfg.	15,119,100	Nov. 15, '20	1%	Q	71	71	70%	70%	-	400
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Sugar 1st pf.	5,000,000	Nov. 1, '20	2	Q	55%	55%	55%	55%	-	1,700
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Agricultural Chemical	31,978,800	Oct. 15, '20	1%	Q	55%	55%	55%	55%	-	1,700
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Agricultural Chem. pf.	29,453,200	Oct. 15, '20	1%	Q	80	80	80	80	-	1,700
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Bank Note (\$50)	4,495,700	Nov. 15, '20	81	Q	43%	43%	43	43	-	500
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Bank Note pf. (\$50)	4,495,700	Oct. 1, '20	75%	Q	41%	41%	41%	41%	-	1,100
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Beet Sugar Co.	15,000,000	Oct. 30, '20	2	Q	36	37%	32%	36%	-	6,200
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Beet Sugar pf.	5,000,000	Oct. 2, '20	1%	Q	18%	18%	18%	18%	-	10,800
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Bosch Magneto (sh.)	96,000	Oct. 1, '20	\$2.50	Q	54%	54%	45%	48%	-	1,100
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Brake Shoe & Fy. new (sh.)	150,000	Sep. 30, '20	81	Q	45	45	40	41	-	1,100
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Brake S. & Fy. pf. new	9,000,000	Sep. 30, '20	1%	Q	83%	83%	81%	81%	-	3,100
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Can. Co.	41,223,300	Sep. 30, '20	1%	Q	22%	24%	21%	22%	-	17,000
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Can. Co. pf.	11,274,100	Oct. 1, '20	1%	Q	73%	77%	72%	77%	-	18,000
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Car. & Foundry	30,000,000	Oct. 1, '20	3	Q	119%	119%	111	117	-	34,000
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Car & Foundry pf.	30,000,000	Oct. 1, '20	3	Q	108%	107	100%	106%	-	500
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Cotton Oil Co.	20,000,000	Dec. 1, '20	1	Q	10%	17%	13%	10%	-	8,000
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Cotton Oil Co. pf.	10,198,000	Dec. 1, '20	3	SA	60	60	60	60	-	1,000
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Drug Syndicate (\$10)	5,210,200	Sep. 15, '20	40%	SA	60	7%	6%	7%	-	12,150
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	American Express	18,000,000	Oct. 1, '20	\$1.50	Q	114%	115	110	113%	-	1,400
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Hide & Leather Co.	11,274,100	Oct. 1, '20	1%	Q	9%	9%	5	7	-	3,400
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Hide & Leather Co. pf.	10,958,700	Oct. 1, '20	1%	Q	39%	37%	37	37	-	11,600
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	American Ice	7,101,400	Apr. 24, '20	1	Q	39	39	37	37	-	500
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	American Ice pf.	14,920,000	Oct. 25, '20	1%	Q	53%	53%	53%	53%	-	600
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. International	49,000,000	Sep. 30, '20	1%	Q	35	35	30%	32%	-	43,010
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. La F. F. Eng. (\$10)	2,100,000	Sep. 15, '20	25%	Q	54%	56%	49	49	-	7,000
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Lined Co. pf.	16,750,000	Dec. 15, '20	1%	Q	80	80	80	80	-	100
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Lined Co. pf.	16,750,000	Sep. 30, '20	1%	Q	78%	80%	74	79	-	20,000
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Locomotive Co.	25,000,000	Sep. 30, '20	1%	Q	100	100	100	100	-	500
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Locomotive Co. pf.	25,000,000	Sep. 30, '20	1%	Q	100	100	100	100	-	500
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Malt & Grain (sh.)	35,000	Oct. 1, '20	1	Q	67	67	67	67	-	200
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Radiator (\$25)	13,806,225	Nov. 15, '20	1%	Q	101	101	101	101	-	100
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Radiator pf.	3,000,000	Nov. 15, '20	1%	Q	67%	67%	65%	65%	-	200
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Safety Razor (\$25)	12,500,000	Nov. 15, '20	1%	Q	101	101	101	101	-	100
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Shipbuilding	7,900,000	Nov. 1, '20	14	Q	8%	8%	8%	8%	-	20,000
80	80	84	84	29%	46%	Mar. 31	25	Feb. 11	25	Feb. 11	25	Am. Ship & Com. (

New York Stock Exchange Transactions—Continued

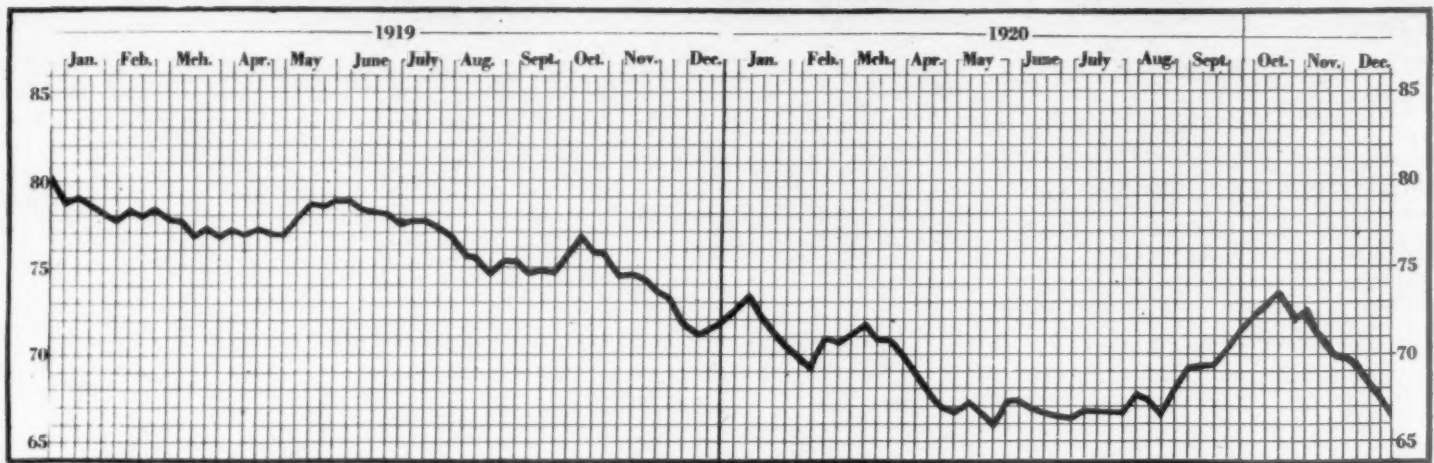
Yearly Price Ranges				This Year to Date				STOCKS		Last Dividend		Last Week's Transactions			
1919		1919		1919		1919		Stocks		Per Cent		First		Last	
High.	Low.	High.	Low.	High.	Low.	High.	Low.	Stocks	Per Cent	First	High.	Low.	High.	Low.	Sales
105	95	110	103 1/2	104	Jan. 8	80	Dec. 21	Cluett, Peabody & Co. pf.	18,000,000	Oct. 1, '20	1 1/2	Q	80	80	100
54 1/2	34 1/2	45 1/2	37 1/2	40 1/2	Jan. 8	18	Dec. 21	Coca-Cola (sh.)	54,813	July 15, '20	8 1/2	Q	20 1/2	20 1/2	14,100
101	31 1/2	120	101 1/2	105	Apr. 21	21	Sept. 2	Colorado Fuel & Iron pf.	34,255,500	Nov. 20, '20	2 1/2	Q	25	25	3,900
27 1/2	18	31 1/2	19 1/2	20 1/2	Oct. 21	20	Feb. 11	Colorado & Southern	2,000,000	Nov. 20, '20	2 1/2	Q	25	25	900
65	48	70	55 1/2	60	Dec. 10	35	Aug. 11	Colorado & Southern 1st pf.	8,500,000	Dec. 31, '20	1 1/2	SA	25	25	2,900
48	40	51 1/2	45	47	Dec. 10	35	Aug. 11	Colorado & Southern 2d pf.	8,500,000	Dec. 31, '20	1 1/2	SA	25	25	2,900
28 1/2	28 1/2	28 1/2	28 1/2	28 1/2	Jan. 9	50	May 19	Columbia Gas & Electric	50,000,000	Nov. 15, '20	1 1/2	Q	54	54 1/2	8,800
75 1/2	69 1/2	75 1/2	69 1/2	75 1/2	Jan. 9	9 1/2	Dec. 22	Columbia Graph. (sh.)	1,251,475	Oct. 1, '20	1 1/2	Q	10 1/2	10 1/2	32,300
95	85 1/2	95 1/2	85 1/2	95 1/2	Jan. 14	58	Dec. 25	Columbia Graph. (sh.)	10,581,500	Oct. 1, '20	1 1/2	Q	60	60	1,500
30	30	30	30	30	Jan. 16	24	Dec. 25	Com. Tab. (sh.)	131,000	Oct. 1, '20	1 1/2	Q	35 1/2	35 1/2	1,200
75	75	75	75	75	Aug. 26	51 1/2	Dec. 22	Consolidated Cigar (sh.)	90,000	Oct. 15, '20	1 1/2	Q	51 1/2	51 1/2	600
105 1/2	82 1/2	106 1/2	78 1/2	93 1/2	Mar. 22	71 1/2	Dec. 21	Consolidated Cigar pf.	4,000,000	Dec. 1, '20	1 1/2	Q	72 1/2	72 1/2	200
113	94	113 1/2	111 1/2	113 1/2	Mar. 22	71 1/2	Dec. 21	Consolidated Cigar pf.	100,384,500	Dec. 15, '20	1 1/2	Q	77 1/2	77 1/2	13,300
13	13	13	13	13	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	1,007,700	Oct. 1, '20	1 1/2	Q	80	80	1,500
13	13	13	13	13	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed. & P. Balt.	40,205,400	Oct. 1, '20	1 1/2	Q	80	80	1,500
107	95 1/2	107 1/2	95 1/2	107 1/2	Jan. 15	85	Dec. 15	Consol. Ed							

DEC 27

New York Stock Exchange Transactions—Continued

1918.					1919.					Price Ranges					This Year to Date.					STOCKS.					Amount Capital Stock Listed.					Last Dividend					Per Cent.					Per Mod.					Last Week's Transactions					Sales.																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																	
High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	

The Trend of Bond Prices—Average of 40 Listed Issues



Stock Exchange Bond Trading

Week Ended December 25

Total Sales \$138,512,650 Par Value

Range, 1920				Range, 1920				Range, 1920			
High	Low	Sales	Net Ch'ge	High	Low	Sales	Net Ch'ge	High	Low	Sales	Net Ch'ge
85	75	10	+ 1/2	85	75	10	+ 1/2	85	75	10	+ 1/2
84	74	10	+ 1/2	84	74	10	+ 1/2	84	74	10	+ 1/2
83	73	10	+ 1/2	83	73	10	+ 1/2	83	73	10	+ 1/2
82	72	10	+ 1/2	82	72	10	+ 1/2	82	72	10	+ 1/2
81	71	10	+ 1/2	81	71	10	+ 1/2	81	71	10	+ 1/2
80	70	10	+ 1/2	80	70	10	+ 1/2	80	70	10	+ 1/2
79	69	10	+ 1/2	79	69	10	+ 1/2	79	69	10	+ 1/2
78	68	10	+ 1/2	78	68	10	+ 1/2	78	68	10	+ 1/2
77	67	10	+ 1/2	77	67	10	+ 1/2	77	67	10	+ 1/2
76	66	10	+ 1/2	76	66	10	+ 1/2	76	66	10	+ 1/2
75	65	10	+ 1/2	75	65	10	+ 1/2	75	65	10	+ 1/2
74	64	10	+ 1/2	74	64	10	+ 1/2	74	64	10	+ 1/2
73	63	10	+ 1/2	73	63	10	+ 1/2	73	63	10	+ 1/2
72	62	10	+ 1/2	72	62	10	+ 1/2	72	62	10	+ 1/2
71	61	10	+ 1/2	71	61	10	+ 1/2	71	61	10	+ 1/2
70	60	10	+ 1/2	70	60	10	+ 1/2	70	60	10	+ 1/2
69	59	10	+ 1/2	69	59	10	+ 1/2	69	59	10	+ 1/2
68	58	10	+ 1/2	68	58	10	+ 1/2	68	58	10	+ 1/2
67	57	10	+ 1/2	67	57	10	+ 1/2	67	57	10	+ 1/2
66	56	10	+ 1/2	66	56	10	+ 1/2	66	56	10	+ 1/2
65	55	10	+ 1/2	65	55	10	+ 1/2	65	55	10	+ 1/2
64	54	10	+ 1/2	64	54	10	+ 1/2	64	54	10	+ 1/2
63	53	10	+ 1/2	63	53	10	+ 1/2	63	53	10	+ 1/2
62	52	10	+ 1/2	62	52	10	+ 1/2	62	52	10	+ 1/2
61	51	10	+ 1/2	61	51	10	+ 1/2	61	51	10	+ 1/2
60	50	10	+ 1/2	60	50	10	+ 1/2	60	50	10	+ 1/2
59	49	10	+ 1/2	59	49	10	+ 1/2	59	49	10	+ 1/2
58	48	10	+ 1/2	58	48	10	+ 1/2	58	48	10	+ 1/2
57	47	10	+ 1/2	57	47	10	+ 1/2	57	47	10	+ 1/2
56	46	10	+ 1/2	56	46	10	+ 1/2	56	46	10	+ 1/2
55	45	10	+ 1/2	55	45	10	+ 1/2	55	45	10	+ 1/2
54	44	10	+ 1/2	54	44	10	+ 1/2	54	44	10	+ 1/2
53	43	10	+ 1/2	53	43	10	+ 1/2	53	43	10	+ 1/2
52	42	10	+ 1/2	52	42	10	+ 1/2	52	42	10	+ 1/2
51	41	10	+ 1/2	51	41	10	+ 1/2	51	41	10	+ 1/2
50	40	10	+ 1/2	50	40	10	+ 1/2	50	40	10	+ 1/2
49	39	10	+ 1/2	49	39	10	+ 1/2	49	39	10	+ 1/2
48	38	10	+ 1/2	48	38	10	+ 1/2	48	38	10	+ 1/2
47	37	10	+ 1/2	47	37	10	+ 1/2	47	37	10	+ 1/2
46	36	10	+ 1/2	46	36	10	+ 1/2	46	36	10	+ 1/2
45	35	10	+ 1/2	45	35	10	+ 1/2	45	35	10	+ 1/2
44	34	10	+ 1/2	44	34	10	+ 1/2	44	34	10	+ 1/2
43	33	10	+ 1/2	43	33	10	+ 1/2	43	33	10	+ 1/2
42	32	10	+ 1/2	42	32	10	+ 1/2	42	32	10	+ 1/2
41	31	10	+ 1/2	41	31	10	+ 1/2	41	31	10	+ 1/2
40	30	10	+ 1/2	40	30	10	+ 1/2	40	30	10	+ 1/2
39	29	10	+ 1/2	39	29	10	+ 1/2	39	29	10	+ 1/2
38	28	10	+ 1/2	38	28	10	+ 1/2	38	28	10	+ 1/2
37	27	10	+ 1/2	37	27	10	+ 1/2	37	27	10	+ 1/2
36	26	10	+ 1/2	36	26	10	+ 1/2	36	26	10	+ 1/2
35	25	10	+ 1/2	35	25	10	+ 1/2	35	25	10	+ 1/2
34	24	10	+ 1/2	34	24	10	+ 1/2	34	24	10	+ 1/2
33	23	10	+ 1/2	33	23	10	+ 1/2	33	23	10	+ 1/2
32	22	10	+ 1/2	32	22	10	+ 1/2	32	22	10	+ 1/2
31	21	10	+ 1/2	31	21	10	+ 1/2	31	21	10	+ 1/2
30	20	10	+ 1/2	30	20	10	+ 1/2	30	20	10	+ 1/2
29	19	10	+ 1/2	29	19	10	+ 1/2	29	19	10	+ 1/2
28	18	10	+ 1/2	28	18	10	+ 1/2	28	18	10	+ 1/2
27	17	10	+ 1/2	27	17	10	+ 1/2	27	17	10	+ 1/2
26	16	10	+ 1/2	26	16	10	+ 1/2	26	16	10	+ 1/2
25	15	10	+ 1/2	25	15	10	+ 1/2	25	15	10	+ 1/2
24	14	10	+ 1/2	24	14	10	+ 1/2	24	14	10	+ 1/2
23	13	10	+ 1/2	23	13	10	+ 1/2	23	13	10	+ 1/2
22	12	10	+ 1/2	22	12	10	+ 1/2	22	12	10	+ 1/2
21	11	10	+ 1/2	21	11	10	+ 1/2	21	11	10	+ 1/2
20	10	10	+ 1/2	20	10	10	+ 1/2	20	10	10	+ 1/2
19	9	10	+ 1/2	19	9	10	+ 1/2	19	9	10	+ 1/2
18	8	10	+ 1/2	18	8	10	+ 1/2	18	8	10	+ 1/2
17	7	10	+ 1/2	17	7	10	+ 1/2	17	7	10	+ 1/2
16	6	10	+ 1/2	16	6	10	+ 1/2	16	6	10	+ 1/2
15	5	10	+ 1/2	15	5	10	+ 1/2	15	5	10	+ 1/2
14	4	10	+ 1/2	14	4	10	+ 1/2	14	4	10	+ 1/2
13	3	10	+ 1/2	13	3	10	+ 1/2	13	3	10	+ 1/2
12	2	10	+ 1/2	12	2	10	+ 1/2	12	2	10	+ 1/2
11	1	10	+ 1/2	11	1	10	+ 1/2	11	1	10	+ 1/2
10	0	10	+ 1/2	10	0	10	+ 1/2	10	0	10	+ 1/2
9	0	10	+ 1/2	9	0	10	+ 1/2	9	0	10	+ 1/2
8	0	10	+ 1/2	8	0	10	+ 1/2	8	0	10	+ 1/2
7	0	10	+ 1/2	7	0	10	+ 1/2	7	0	10	+ 1/2
6	0	10	+ 1/2	6	0	10	+ 1/2	6	0	10	+ 1/2
5	0	10	+ 1/2	5	0	10	+ 1/2	5	0	10	+ 1/2
4	0	10	+ 1/2	4	0	10	+ 1/2	4	0	10	+ 1/2
3	0	10	+ 1/2	3	0	10	+ 1/2	3	0	10	+ 1/2
2	0	10	+ 1/2	2	0	10	+ 1/2	2	0	10	+ 1/2
1	0	10	+ 1/2	1	0	10	+ 1/2	1	0	10	+ 1/2

Range, 1920		Sales	High	Low	Last	Net Chgo
High	Low					
15	4	14,200 Knox Divide	8	6	6 1/2	- 1
7	4	40,000 Lone Star Con.	4 1/2	4	4	-
3	1/2	15,000 Louisiana Con.	3	1/2	1/2	-
39 1/2	16	200 Magna Copper	16	16	16	- 1
32	6	11,600 Marsh Mining	8	6	7	-
65	16	300 McKinley-Baragh	21	21	21	- 3
13 1/2	4 1/2	2,000 MacNash Zinc	5	5	5	-
10	1/2	2,000 Mother Lode New	1 1/2	1 1/2	1 1/2	-
10	12 1/2	20 New Jersey Zinc	12 1/2	12 1/2	12 1/2	- 8
12 1/2	7	2,400 Nipissing Mines	7 1/2	7 1/2	7 1/2	+ 1/2
1 1/2	1/2	1,350 Ophir Silver	1 1/2	1 1/2	1 1/2	+ 1/2
1 1/2	1	1,900 Prince Con.	1 1/2	1 1/2	1 1/2	+ 1/2
1 1/2	1 1/2	4,700 Ray Verde Con.	1 1/2	1 1/2	1 1/2	+ 1/2
12	4	6,000 Rex Con.	5	3	3	-
1	3/4	5,000 Roper Group	1 1/2	1 1/2	1 1/2	+ 1/2
21	2	1,000 St. Croix Con.	2	2	2	+ 1/2
21	2	14,100 Silver Pick	5	4	5	-
38 1/2	3 1/2	13,000 South Am. G. & P.	4 1/2	3 1/2	3 1/2	- 1/2
1 1/2	1	4,500 Silver King Divide	1 1/2	1	1 1/2	+ 1/2
3	3/4	900 Std. Silver-Lead	3	3/4	3/4	-
7	1	15,600 Success Mining	2	1 1/2	2	-
7	1 1/2	7,500 Sutherland Divide	1 1/2	1	1 1/2	-
1	1/4	1,500 Tal Pecos Silver	1	1/4	1	-
10 1/2	1	10,500 Tonopah Belmont	1 1/2	1 1/2	1 1/2	- 1/2
4 1/2	1 1/2	13,650 Tonopah Divide	1 1/2	1	1 1/2	-
2	1	2,445 Tonopah Ext.	1 1/2	1 1/2	1 1/2	- 1/2
3 1/2	1	1,520 Tonopah Mining	1 1/2	1 1/2	1 1/2	+ 1/2
4 1/2	2	6,185 United Eastern	2 1/2	2 1/2	2 1/2	+ 1/2
11	5	8,500 U. C. Cont. Min.	7 1/2	6	6 1/2	+ 1/2
29	4	10,900 Victory Divide	5	4	4 1/2	-
29	3	6,200 West End Con.	3	3	3	-
29	3	10,300 White Cap Ext.	3	3	3	-
2	1 1/2	2,000 White Caps Ext.	3	1 1/2	1 1/2	-
12	1	11,000 Wildbert Copper	1 1/2	1	1	-
1 1/2	1	2,900 Yukon Alaska Gold	1	1	1 1/2	- 1/2
20	20	300 Yukon Alaska M.	20	20	20	-

BONDS

92 1/2	87 1/2	\$10,000 Am. L. & Trac.	89 1/2	87 1/2	87 1/2	- 3/4
92 1/2	91	11,000 Aluminum Grp. 7s	95 1/2	91	91 1/2	- 1/2
92 1/2	90	225,000 Allied Packing 6s	92	90	90 1/2	- 1 1/2
92 1/2	91	75,000 Am. T. & T.	94	93 1/2	93 1/2	-
92 1/2	91	45,000 Am. T. & T., 24	92	90 1/2	91	- 1/2
92 1/2	90	20,000 Anaconda 6s	91	90	91	+ 1/2
92 1/2	87 1/2	242,000 Anaconda 7s, 29	89 1/2	87 1/2	88 1/2	- 1 1/2
92 1/2	90 1/2	1,000 Anglo-Am. 7 1/2s, 40	95 1/2	90 1/2	90 1/2	-
92 1/2	93 1/2	40,000 Bankmark 8s	94 1/2	93 1/2	94	- 1/2
92 1/2	93 1/2	105,100 Beth Steel 7s	95 1/2	93 1/2	93 1/2	- 1/2
92 1/2	91	85 1/2	10,000 Brazilian L. & T.	85 1/2	85 1/2	- 1 1/2
92 1/2	93 1/2	23,000 Can. Nat. Ry. 7s	93, 100 1/2	90	90	- 1/2
92 1/2	90	340,000 Con. Gas 8s	98 1/2	97 1/2	98	- 1/2
92 1/2	94	25,000 City of Bergen 8s	94	94	94	- 1
92 1/2	9	3,000 Colum. Graph. 8s	90 1/2	89 1/2	89 1/2	+ 1/2
92 1/2	90	10,000 Gen. Textile	92	92	92	- 1 1/2
92 1/2	96	350,000 Denmark 8s	97 1/2	96	96	-
92 1/2	90 1/2	50,000 Diam'd Match 7s	90 1/2	90 1/2	90 1/2	- 1
92 1/2	91	7,000 Dupreque Light 6s	89 1/2	88 1/2	88 1/2	+ 1 1/2
92 1/2	80 1/2	19,500 Empire G. & F. 6s, 24	91 1/2	90 1/2	91 1/2	+ 8 1/2
92 1/2	91	3,000 Empire G. & F. 6s, 26	91	91	91	- 1
92 1/2	78	30,000 French prem. 7s	89 1/2	89	89 1/2	- 1/2
92 1/2	14 1/2	10,000 French 4s	14 1/2	14 1/2	14 1/2	-
92 1/2	93 1/2	22,000 Galena 8s	93 1/2	93 1/2	93 1/2	-
92 1/2	90	163,000 Goodrich 7s, 1925	94 1/2	90	90 1/2	- 3 1/2
92 1/2	97 1/2	67,000 Govt. of Swed. 6s	78	76 1/2	78	-
92 1/2	62	140,000 Inter. R. T. 7s	67 1/2	66 1/2	67 1/2	+ 1/2
92 1/2	87 1/2	43,000 Kennecott 7s	90	87 1/2	87 1/2	- 1 1/2
92 1/2	83	13,000 Laclede Gas L. 7s	86 1/2	83	83	- 3
92 1/2	98	10,000 Morris & Co. 7 1/2s	95 1/2	94	94	- 1 1/2
92 1/2	98 1/2	10,000 R. of New S.W. 9s	99 1/2	98 1/2	99 1/2	-
92 1/2	93 1/2	50,122,000 R. of N.Y. 7s	94 1/2	92	92	- 1 1/2
92 1/2	99 1/2	40,000 Nat'l Leather 8s	99 1/2	99 1/2	99 1/2	-
92 1/2	94	1,000 Ohio C. Gas 7s, 22	95	95	95	- 1/2
92 1/2	90	14,000 Ohio C. Gas 7s, 23	91 1/2	90	91 1/2	- 1 1/2
92 1/2	9	5,000 Ohio Gas 7s, 1921	99	99	99	+ 1
92 1/2	90	10,000 Ohio Gas 7s, 1924	91 1/2	90	90 1/2	- 1 1/2
92 1/2	98	150,000 Seaboard A. L. 6s	42	42 1/2	42 1/2	- 1 1/2
92 1/2	98	9,000 Standard Ref. 6 1/2s	13	12	12	- 3 1/2
92 1/2	82 1/2	225,000 Sinclair 7 1/2s	88	86 1/2	87	- 1 1/2
92 1/2	93	210,000 Sears-Roe. 1-yr. 7s	97 1/2	96 1/2	97 1/2	-
92 1/2	93	135,000 Sears-Roe. 2-yr. 7s	94 1/2	93 1/2	94 1/2	-
92 1/2	92 1/2	94,000 Sears-Roe. 3-yr. 7s	94	92 1/2	93 1/2	- 1/2
92 1/2	91 1/2	1,000 Southern Ry. 6s	92	92	92	- 1/2
92 1/2	98 1/2	37,000 Solvay & Cle 8s	99 1/2	98 1/2	98 1/2	- 1/2
92 1/2	94	10,000 Southwest. Tel. 7s	92	91	91	- 1 1/2
92 1/2	94	475,000 St. Cl. N.Y. 7s, 1900	97 1/2	97 1/2	97 1/2	-
92 1/2	91	116,000 Swift & Co. 7s	95 1/2	92 1/2	92 1/2	- 1/2
92 1/2	77	55,000 Swiss Govt. 5 1/2s	80	77	77	- 2 1/2
92 1/2	100	109,000 S. O. of N.Y. 7s, 25	100 1/2	100	100	- 1/2
92 1/2	100	9,000 S. O. of N.Y. 7s, 26	100	100	100	-
92 1/2	100	8,000 S. O. of N.Y. 7s, 27	100	100	100	-
92 1/2	100	13,000 S. O. of N.Y. 7s, 28	100	100	100	-
92 1/2	100	13,000 S. O. of N.Y. 7s, 29	100	100	100	-
92 1/2	100	8,000 S. O. of N.Y. 7s, 30	100	100	100	-
92 1/2	101	158,000 S. O. of N.Y. 7s, 31	100 1/2	100	100 1/2	-
92 1/2	93 1/2	13,000 Texas Co. 7s	97 1/2	96 1/2	96 1/2	- 1/2
92 1/2	96 1/2	37,000 Un. Tank Line 7s	96 1/2	97 1/2	97 1/2	- 2 1/2
92 1/2	96 1/2	42,000 Western Elec. 7s	98	96 1/2	98	+ 1/2

GERMAN BONDS

94	12	36,200 Berlin 4s	12 1/2	12	12 1/2	+ 1/2
94	12	15,000 Cologne 4s	15	14	14	+ 1
94	14	10,000 Dresden	14	14	14	-
94	14	10,000 Frankfurt 4s	15 1/2	14 1/2	14 1/2	+ 1/2
94	14	5,000 German Elec.	4 1/2	14	14	- 1/2
94	10	135,000 Hamburg 4 1/2s	13 1/2	12 1/2	12 1/2	- 1/2
94	2 1/2	120,000 Vienna 4s	2 1/2	2 1/2	2 1/2	-

Continued on Page 826

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Bonds

OTHER FOREIGN, Including Notes

	At	By	Offered	At	By
Argentine Govt 5%, 1945	59	Bull & Eldredge	61	Bull & Eldredge	
Belgian Govt 7%, June 1, 1945	94 1/2	Salomon Bros. & Hutzler	95	Salomon Bros. & Hutzler	
Do 6%, Jan. 1, 1925	90 1/2	Bull & Eldredge	91	Bull & Eldredge	
Christiania 8%, 1945	96		97	Salomon Bros. & Hutzler	
Norway 6%, 1923	90	Salomon Bros. & Hutzler	94		
Do 8%, 1940	100 1/2		101		
Swedish Govt 6%, 1939	77 1/2		78 1/2		
Switzerland 5 1/2%, Aug. 1, 1920	78 1/2	Bull & Eldredge	79		
United Kingdom of Great Britain					
and Ireland 5 1/2%, 1921	97 1/2	Salomon Bros. & Hutzler	98		
Do 5 1/2%, 1922	94 1/2		95 1/2		
Do 5 1/2%, 1923	87		88		
Do 3 1/2%, 1935	82 1/2		83 1/2	Bull & Eldredge	

MUNICIPALS, Etc., Including Notes

Arlington (Mass.) city 4%, 1925	95 1/2	Estabrook & Co.			
Atchafalpa (Mass.) city 4%, 1924	95 1/2				
Boston (Mass.) city 4%, 1925	95 1/2				
Bryan (Ohio) Waterworks 5 1/2%, 1926-30	95 1/2	A. E. Aub & Co., Cin.			
Bridgeport (Conn.) School 5%, 1945-49	94 1/2	R. M. Grant & Co.			
Bridgeport (Conn.) city 5%, 1931-35	94 1/2				
Cambridge (Mass.) city 4%, 1939	95 1/2				
Carter Co. (Iowa) Road 6%, 1935-39	95 1/2				
Cleveland Hts. Ohio Improvement	95 1/2	A. E. Aub & Co., Cin.			
Cleveland Heights (Ohio) School District 6%, 1940	95 1/2				
Cleveland (Ohio) funding 6%, 1928	95 1/2				
Comanche County (Texas) Road Dist. 3%, 1921-39	95 1/2				
Council Bluffs (Iowa) School 5%, 1922-25	95 1/2	P. M. Chapman & Co.			
Cumberland County (N. C.) Road and Bridge 6%, 1922	95 1/2	R. M. Grant & Co.			
Cook County (Ill.) School 5%, 1925-29	95 1/2				
Dade County (Fla.) funding 5%, 1935	95 1/2	A. E. Aub & Co., Cin.			
Dade County (Fla.) highway 6 1/2%, 1922-49	95 1/2	R. M. Grant & Co.			
Delaware County (Ohio) redemption 4 1/2%, 1921	95 1/2	A. E. Aub & Co., Cin.			
Delmar (Ill.) city 4%, 1922	95 1/2	R. M. Grant & Co.			
Durham (N. C.) coupon 5 1/2%, 1925	95 1/2	Estabrook & Co.			
Do coupon 5 1/2%, 1925	95 1/2				
Do coupon 5 1/2%, 1925	95 1/2				
Easton (Mass.) Water 5%, 1932-34	95 1/2	R. M. Grant & Co.			
Flint (Mich.) city 5%, 1936-47	95 1/2				
Do 5%, 1936-50	95 1/2				
Fort Worth (Texas) city 5%, 1941-50	95 1/2				
Do 5%, 1941-50	95 1/2				
Gallop (Ohio) redemption 5%, 1921-44	95 1/2	A. E. Aub & Co., Cin.			
Grayson County (Texas) Road Dist. No. 1 4 1/2%, 1924-29	95 1/2				
Greenlee County (Ariz.) 6%, 1938-42	95 1/2				
Hol Springs (Ark.) notes	95 1/2	R. M. Grant & Co.			
Los Angeles School Dist. 5 1/2%, 1921-29	95 1/2	Cahn, McC. & Co., L.A.			
Little River (Fla.) city 5 1/2%, 1922	95 1/2	Estabrook & Co.			
Malden (Mass.) city 4%, 1921	95 1/2				
Milwaukee (Wis.) city 4 1/2%, 1925	95 1/2				
Do city 4 1/2%, 1925	95 1/2				
Do city 4 1/2%, 1925	95 1/2				
Milwaukee (Wis.) city 4 1/2%, 1925	95 1/2	R. M. Grant & Co.			
New Bedford (Mass.) city 4%, 1925-29	95 1/2	Estabrook & Co.			
Narragansett (R. I.) city 5%, 1924-25	95 1/2				
New York City bonds					
Interchangeable 4 1/2%, July, 1965	90	Bull & Eldredge	91	Bull & Eldredge	
Interchangeable 4 1/2%, June, 1965	90		91		
Interchangeable 4 1/2%, Mar. 1962	90		91		
Interchangeable 4 1/2%, Nov. 1957	90		91		
Interchangeable 4 1/2%, May, 1957	90		91		
Interchangeable 4 1/2%, April, 1966	90		91		
Interchangeable 4 1/2%, Mar. 1964	90		91		
Interchangeable 4 1/2%, Mar. 1962	90		91		
Interchangeable 4 1/2%, Sept. 1960	90		91		
Interchangeable 4 1/2%, Mar. 1960-30	90		91		
Interchangeable 4 1/2%, May, 1959	90		91		
Interchangeable 4 1/2%, Nov. 1958	90		91		
Interchangeable 4 1/2%, May, 1957	90		91		
Registered 4%, Nov. 1956	90		91		
Registered 4%, Nov. 1955	90		91		
Registered 4%, Nov. 1954	90		91		
Interchangeable 3 1/2%, Nov. 1954	90		91		
Coupon 3 1/2%, May, 1954	90		91		
Registered 3 1/2%, Nov. 1950-55 inc. 5.30	90		91		
Registered 3 1/2%, Nov. 1940-50 inc. 5.40	90		91		
Reg. and Cou. (Serial) 4 1/2%, June, 1921-30 inc.	90		91		
Reg. and Cou. (Serial) 4 1/2%, July, 1921-32 inc.	90		91		
Reg. and Cou. (Serial) 4 1/2%, April, 1921-31 inc.	90		91		
New Bern (N. C.) Imp. 6%, 1922	90		91		
New Britain (Conn.) School 4%, 1923-24	90		91		
North Hempstead (N. Y.) Water reg. 4.80, Nov. 1, 1921-30	90		91		
Omaha (Neb.) city 4 1/2%, 1950	90		91		
Portland (Ore.) city 5%, 1923-26	90		91		
Putnam (Conn.) city 4 1/2%, 1925	90		91		
Quincy (Mass.) Sewer reg. 4 1/2%, June 1, 1921-43	90		91		
Richmond (Va.) city 4 1/2%, 1939	90		91		
Rochester (N. Y.) city 4 1/2%, 1924	90		91		
Scioto County (Ohio) Flood Emergency 5%, 1934	90		91		
San Francisco (Cal.) W. W. 4 1/2%, 1924-27	90		91		
St. Louis City 4%, 1928-29	90		91		
Do 4 1/2%, 1935	90		91		
St. Paul & S. D. School Dist. 3 1/2%, Dec. 1, 1940	90		91		
Stamford (Texas) Waterworks 5%, 1923	90		91		
South Bend (Ind.) city 6%, 1925	90		91		
Do 6%, 1930	90		91		
Vienna Township, Ill., Road 5%, 1921-1924	90		91		
Wyoming (Ohio) Sewer Extension 5%, 1932-45	90		91		
Waterbury (Conn.) city 4%, 1927	90		91		
Xenia (Ohio) Waterworks 5 1/2%, 1927	90		91		

PUBLIC UTILITIES

Albany Southern 5%, 1939	65	Redmond & Co.	75	Redmond & Co.	
Asheville Pr. & L. 1st 5%, '42	70		80		
Aug-Aiken Ry. & Elec. 5%, 1935	20		30		
Baton Rouge El. 1st 5%, '39	72	Stone & Webster	82		
Brooklyn Queens County & Sub.					
con. 5%, 1941	10	E. A. Baker & Son	20	E. A. Baker & Son	
Ches. Service, del. 5%, 1935	88	H. L. Doherty & Co.	90	H. L. Doherty & Co.	
Cleve. Elec. Ill. 5%, 1939	78	Spencer Trask & Co.	79	Redmond & Co.	
Conn. Power 1st 5%, 1963	73	Stone & Webster	83		
Columbia Gas & Elec. 5%, 1936	50	Redmond & Co.	60	Redmond & Co.	
Conn. Ry. & L. Co. 1st 4 1/2%, 1961	50		60		
Commercial Cable 4 1/2%, 1937	63	E. A. Baker & Son	73		
Detroit Edison 7%, 1928	93	Spencer Trask & Co.	96	Spencer Trask & Co.	
Eastern Texas Elec. 1st 5%, 1942	72	Stone & Webster	82		
El Paso Elec. 5%, 1935	45	Steinberg & Co., St. L.	47	Steinberg & Co., St. L.	
Gen. Serv. L. & P. Co. 1st 5%, '36	75		85		
Galveston Elec. 5%, 1940	78	Redmond & Co.	90	Redmond & Co.	
Harwood Electric 5%, 1939	65	Stone & Webster	70		
Houston Elec. 5%, 1925	77	Redmond & Co.	85	Redmond & Co.	
Kansas City H. T. 5%, 1923	87 1/2	Steinberg & Co., St. L.	89	Steinberg & Co., St. L.	

Rio Janiero Tram.

Lt. & Pr. 5s, 1935

Grand Trunk Pacific

3s, 1962

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Union Steel 5s, 1952

U. S. Steel 1st 5s, 1952

Westinghouse Mach. 6s, 1940

Butler Water Works 5s, 1931

Southern Calif. Edison 6s, 1944

Cuban American Sugar 6s, 1921

Carbon Steel

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Annalist Open Market

PUBLIC UTILITIES—Continued

Bid for—	At	By	Offered—	At	By
Laclede Gas Light 7s, 1929.....	85	Steinberg & Co., St. L.....	87	Steinberg & Co., St. L.....	
Laclede Gas Light ref. and ext. 5s, 1934.....	66		72		
Miss. River Power 1st 5s, 1931.....	71	Stone & Webster.....	75	Stone & Webster.....	
Montreal Tramway & P. Co., 1924.....	80	E. A. Baker & Son.....	85	E. A. Baker & Son.....	
Nev.-Cal. Electric Co., 1948.....	82	Spencer Trask & Co.....	86	Spencer Trask & Co.....	
N. Y. & Westchester Lighting 4s.....	50	Redmond & Co.....	60	Redmond & Co.....	
Niagara Falls Power 5s, 1932.....	86	Spencer Trask & Co.....	88	Spencer Trask & Co.....	
Northern Texas Elec. 5s, 1940.....	70	Stone & Webster.....	75	Stone & Webster.....	
Portland Ry & Light 5s, 1930.....	90	Redmond & Co.....			
Pittsburgh & Allegheny Tel 1st 3s, 1949.....	53	James J. Boyle.....			
St. Louis Transit 5s, 1924.....	28½	Steinberg & Co., St. L.....	30½	Steinberg & Co., St. L.....	
St. Louis & Suburban 5s, 1921.....	19½		19½		
St. Louis 5s, 1923.....	14½		14		
Seattle Elec. 5s, 1929.....	93½	Stone & Webster.....	98	Stone & Webster.....	
Superior Water, Lt. & P. 4s, 31.....	70	Redmond & Co.....	75	Redmond & Co.....	
Tampa (Fla.) Elec. 1st 5s, 1933.....	78	Stone & Webster.....			
United Rys. (Rt. L.) 4s, 1934.....	44½	Steinberg & Co., St. L.....	45	Steinberg & Co., St. L.....	

INDUSTRIAL AND MISCELLANEOUS

Acker, Merrill & Condit deb. 6s, '23.....	69	Carruthers, Pell & Co.....			
Auto Sales G. & C. Co. 6s, 1931.....	15½				
Atlas Powder Cement 6s, 1925.....	88		94	Carruthers, Pell & Co.....	
Am. Steel Fdy. deb. 4s, 1923.....	90	Carruthers, Pell & Co.....			
Central Foundry 6s, 1931.....	65		75	Carruthers, Pell & Co.....	
Central Iron & Coal 6s, 1938.....	65		75		
Consolidation Coal 5s, 1930.....	68	E. A. Baker & Son.....	70	E. A. Baker & Son.....	
Do 6s, 1923.....	93½		97		
Cons. Textile 7s, 1923.....	91	Carruthers, Pell & Co.....	94	Carruthers, Pell & Co.....	
Dominion Glass 1st 6s, 1933.....	80				
Dominion Coal 5s, 1940.....	72		76	Carruthers, Pell & Co.....	
Elk Horn Coal 6s, 1925.....	88		92		
Fairmont Coal 5s, 1931.....	77		81		
General Baking 6s, 1931.....	87½	Steinberg & Co., St. L.....	91	Steinberg & Co., St. L.....	
Great Northern Paper 1st 5s, 1927.....	85	H. I. Nicholas & Co.....	95	Carruthers, Pell & Co.....	
Inland Steel 6s, 1942.....	88	Carruthers, Pell & Co.....	95	Carruthers, Pell & Co.....	
Keystone C. & C. ref. 6s, 1921-31.....	96	H. I. Nicholas & Co.....	98	Redmond & Co.....	
Lima Loco. Corp. 1st 6s, 1939.....	96	Redmond & Co.....	92	Redmond & Co.....	
Merchants Coal Joint 5s, 1924.....	90	Carruthers, Pell & Co.....	95	Carruthers, Pell & Co.....	
Magnolia Petroleum 6s, 1937.....	38		43		
Monon. Coal 1st s. f. 5s, 1936.....	84				
New Jersey Zinc 1st 4s, 1926.....	57				
Norwalk Steel 4½s, 1929.....	57	E. A. Baker & Son.....	61	E. A. Baker & Son.....	
N. Y. Dock 4s, 1931.....	57	Carruthers, Pell & Co.....	61	Carruthers, Pell & Co.....	
Pan Amer. Petroleum 7s, 1930.....	90		93	Carruthers, Pell & Co.....	
Penn. Mary. Coal 1st 5s, 1939.....	85	H. I. Nicholas & Co.....	90	H. I. Nicholas & Co.....	
St. Joseph Stock Yards 4½s, 1930.....	73	E. A. Baker & Son.....	80	E. A. Baker & Son.....	
Santa Cecilia Sugar 6s, 1927.....	70	H. I. Nicholas & Co.....	76	Carruthers, Pell & Co.....	
Springfield Coal 5s, 1923.....	70	Carruthers, Pell & Co.....	76	Carruthers, Pell & Co.....	
Standard Steel Works 5s, 1928.....	73		101	E. A. Baker & Son.....	
United Lead deb. 5s, 1943.....	99	H. I. Nicholas & Co.....	101	E. A. Baker & Son.....	
Union Steel 5s, 1932.....	98	Carruthers, Pell & Co.....	97		
West India Sugar 7s, 1929.....	65				
Wax & Parchment Paper 6s, 1940.....	68	H. I. Nicholas & Co.....	74	James J. Boyle.....	
Weighing Scales 5s, 1931.....	65				
W. Pochontas Corp. 4½s, 1945.....	96				
Woodward Iron 5s, 1932.....	96				

Notes

RAILROADS

Bid for—	At	By	Offered—	At	By
Canadian Pac. 6s, March, 1924.....	91½	Salomon Bros. & Hutzler.....	92	Salomon Bros. & Hutzler.....	
Chi., Burlington & Quincy 4s, '21.....	93		93½		
Hocking Valley 6s, 1924.....	80	Bull & Eldredge.....	91	Bull & Eldredge.....	
Kansas City Terminal 6s, 1923.....	90		93		
La. 4½s, June, 1921.....	91½	Salomon Bros. & Hutzler.....	96½	Salomon Bros. & Hutzler.....	
Southern Ry. 6s, 1922.....	91½	Bull & Eldredge.....	92½	Bull & Eldredge.....	
St. Paul Union Depot 5s, 1923.....	92½		95		

PUBLIC UTILITIES

Baton Rouge Elec. 7s, Jan., 1925.....	105	Stone & Webster.....	108½	Stone & Webster.....	
Dallas Electric 6s, 1921.....	99		99		
El Paso Elec. 7s, 1923.....	91		95		
E. Texas Elec. 7s, 1925.....	91		96		
Union Electric 7s, 1923.....	85	Steinberg & Co., St. L.....	87½	Steinberg & Co., St. L.....	

INDUSTRIAL AND MISCELLANEOUS

Am. Cotton Oil 6s, Sept., 1924.....	82	Bull & Eldredge.....	86	Bull & Eldredge.....	
Am. Tel. & Tel. 6s, Feb., 1924.....	91	Salomon Bros. & Hutzler.....	91½	Salomon Bros. & Hutzler.....	
Do 6s, 1922.....	93½		93½		
Am. Tobacco 7s, 1921.....	104½	Bull & Eldredge.....	100	Bull & Eldredge.....	
Do 7s, 1922.....	99½		100		
Do 7s, 1923.....	99½		100		
Anglo-Am. Oil 7½s, 1925.....	90½	Salomon Bros. & Hutzler.....	90½	Salomon Bros. & Hutzler.....	
Anaconda 6s, 1929.....	80	Bull & Eldredge.....	80½		
Do 7s, 1929.....	88½	Salomon Bros. & Hutzler.....	88½	Bull & Eldredge.....	
Armour & Co. 7s, 1921.....	96½		97		
Bethlehem Steel 7s, 1922.....	92½		94½		
Do 1923.....	93½		94½		
Cudahy Packing 7s, 1923.....	94		95	Salomon Bros. & Hutzler.....	
Federal Sugar Ref., Jan., 1924.....	89	Bull & Eldredge.....	93	Bull & Eldredge.....	
Goodrich Co. (B. F.) 7s.....	81½	Salomon Bros. & Hutzler.....	82½	Salomon Bros. & Hutzler.....	
P. Land Bank Farm Loan 4½s.....	85	Bull & Eldredge.....	87½	Bull & Eldredge.....	
Do Nov., 1938, op. 1923.....	85		87½		
Do May, 1937, op. 1923.....	85		87½		
Do 5s, May, 1938, op. 1923.....	94		96		
Gulf Oil Corp. 6s, July, 1921.....	98		98		
Do 6s, July, 1922.....	94½		96½		
Do 6s, July, 1923.....	94½		96		
Kennecott Copper 7s, 1930.....	88½		88	Salomon Bros. & Hutzler.....	
Laclede Gas 7s, 1929.....	83		86	Bull & Eldredge.....	
Liggett & Myers 6s, 1921.....	97		97½		
Procter & G. 7s, March, 1921.....	99½		100½	Salomon Bros. & Hutzler.....	
Do 7s, March, 1922.....	99½		100	Bull & Eldredge.....	
Do 7s, March, 1923.....	99½		100	Bull & Eldredge.....	
Reynolds, R. J., 6s, 1922.....	96½	Salomon Bros. & Hutzler.....	96½		
Sinclair Oil 7½s, 1925.....	97	Bull & Eldredge.....	97½		
Swift & Co. 6s, 1921.....	97½		97½	Salomon Bros. & Hutzler.....	
Utah Securities 6s, 1922.....	78		81	Bull & Eldredge.....	
Western Electric 7s, 1925.....					

Stocks

BANKS

Bid for—	At	By	Offered—	At	By
American Exchange National.....	240		250	Clinton Gilbert.....	
Atlantic National.....	215				
Battery Park.....	170		180	Clinton Gilbert.....	
Bowery.....	420		450		
Broadway Central.....	150		160		
Empire National.....	150		160	Clinton Gilbert.....	
Bryant Park.....	150		160		
Butchers & Drovers.....	33		38		
Chase.....	315		325		
Chatham & Phenix.....	240		250		
Chemical National.....	350		360		
Chelsea Exchange.....	140		150		
Colonial.....	350				
Columbia.....	150				
Coal & Iron.....	200		210	Clinton Gilbert.....	
City National.....	200		210		
Commerce National.....	200		210		
Corn Exchange.....	320		330		
Commonwealth.....	215				
Cromwell.....	120		115	Clinton Gilbert.....	
Continental.....	170				
Fifth Avenue.....	150		160	Clinton Gilbert.....	
First National.....	800		910		
Fifth National.....	150		170		
Greenwich.....	225				
Gotham.....	190		200	Clinton Gilbert.....	
Harriman.....	350		360		
Hanover.....	790		810		
Importers & Traders.....	350		360		
Irvine.....	195		205		
Liberty.....	350				
Manhattan.....	185		195	Clinton Gilbert.....	
Mutual.....	490				
Mechanics & Metals.....	285		295	Clinton Gilbert.....	
National Park.....	400		420		
Metropolitan.....	340				
New Netherlands.....	155		165	Clinton Gilbert.....	
New York County.....	125				
New York N. B. A.....	460				
Public.....	140		160	Clinton Gilbert.....	
Pacific.....	270				

Stocks

Dividends Declared, Awaiting Payment

Continued from Page 824

Company	Rate	Pay-able	Pay-ment	Books
St. Text. Prof., 2	Q	Jan. 1	Dec. 15	
Do pf. A & P. 1½	Q	Jan. 1	Dec. 15	
Stromberg Carb. 50c	Q	Jan. 3	Dec. 20	
Stutz Motor.....\$1.25	Q	Jan. 12	Dec. 20	
Sub. Signal.....50c	Q	Jan. 31	Dec. 1	
Superior Steel.....1½	Q	Feb. 1	Jan. 15	
Do 1st & 2d pf. 2	Q	Feb. 15	Feb. 1	
Swift & Co.....2	Q	Jan. 1	Dec. 10	
Texas Co.....75c	Q	Jan. 31	Dec. 10	
Texas Co.....10 Stk	Mar. 31	Dec. 10		
Textile Bank's 2	Q	Jan. 15	Dec. 31	
T. P. C. & Oil.....25c	Q	Jan. 3	Dec. 10	
T. P. C. & Oil.....20 Stk	Jan. 3	Dec. 10		
Times Sq. Auto				
Supply.....362½c	Q	Jan. 27	Jan. 5	
Ton. Bel. Dev.....5c	Q	Jan. 1	Dec. 15	
Tob. Prod. pf. 1½	Q	Jan. 3	Dec. 15	
Underwood Typ. 2½	Q	Jan. 1	Dec. 4	
Do pf.1½	Q	Jan. 1	Dec. 4	
Un. Cigar S. pf. 1½	Q	Dec. 15	*Nov. 30	
Un. Cig. Stores.....1½	Q	Jan. 1	*Dec. 31	
Un. Dyewood.....1½	Q	Jan. 3	*Dec. 15	
Un. Dyewood pf. 1½	Q	Jan. 3	*Dec. 15	
Un. Drug.....2	Q	Jan. 3	*Dec. 15	
Do 1st pf.75c	Q	Jan. 2	Dec. 15	
United Fruit.....3	Q	Jan. 15	Dec. 20	
United Fruit.....100 Stk	Jan. 15	Dec. 20		
U. Prof. Shar. 1½c	Ex. Jan. 15	*Dec. 23		
U. Prof. Shar. 1½c	Ex. Jan. 15	*Dec. 23		
U. S. Ind. Al. pf. 1½	Q	Jan. 15	*Dec. 31	
U. S. Ind. Dr. 62½c	Q	Jan. 15	*Dec. 31	
Union P. Board 2	Q	Jan. 10	Dec. 20	
Union P. Board 10 Stk	Jan. 10	Dec. 20		
Union Nat. Gas 2½	Q	Jan. 15	Dec. 31	
U. S. Pl. Card. 3	Q	Jan. 1	Dec. 21	
U. S. Pl. Card. 5	Ex. Jan. 1	Dec. 21		
U. S. Steel.....1½	Q	Dec. 30	Dec. 2	
Un. Verde Ext. 50c	Q	Feb. 1	Jan. 5	
Utah Copper.....\$1.50	Q	Jan. 15	Dec. 31	
Vanderbilt.....41	Q	Jan. 15	Dec. 31	
Va. Car. Chem. 1	Q	Feb. 1	Jan. 15	
Do.....2	Q	Jan. 15	Jan. 3	
V. Vivaudou.....25c	Q	Jan. 2	Dec. 15	
Waldorf System 25c	Q	Jan. 3	Dec. 20	
Do 1st & 2d pf. 20c	Q	Jan. 3	Dec. 20	
Warner (C.) Co. 50c	Q	Jan. 17	Dec. 31	
Warner (C.) Co. 25c	Ex. Jan. 17	Dec. 31		
Do 1st & 2d pf. 1½	Q	Jan. 27	Dec. 31	
W. Coast Oil.....\$1.70	Q	Jan. 3	Dec. 31	
W. Union Tel. 1½	Q	Jan. 15	Dec. 20	
Westing. A. B. 1.75	Q	Jan. 31	Dec. 31	
West. E. & M. 2	Q	Jan. 31	Dec. 31	
Do pf.2	Q	Jan. 15	Dec. 31	
Wm. Land Coal 2½	Q	Jan. 3	Dec. 21	
Do.....5	Ex. Jan. 3	Dec. 21		
Weyman-Bruton 2½	Q	Jan. 3	Dec. 13	
Do pf.1½	Q	Jan. 3	Dec. 13	
White Motor.....\$1	Q	Dec. 31	Dec. 15	
Williams Tool.....50c	Q	Jan. 2	Dec. 20	
Wilson & Co. pf. 1½	Q	Jan. 3	Dec. 27	
Wis. Edison.....\$1.50	Q	Dec. 31	Dec. 23	
Woolworth (F. F.)	Q	Jan. 2	Dec. 10	
W. J. pf.1½	Q	Jan. 15	Jan. 5	
Worth. Pump.....1½	Q	Jan. 3	Dec. 20	
Do pf. A.....1½	Q	Jan. 3	Dec. 20	
Do pf. B.....1½	Q	Jan. 3	Dec. 20	
Yale & Towne.....5	Q	Jan. 3	Dec. 17	
Young (J.S.) Co. 2½	Q	Jan. 1	Dec. 21	

FINANCIAL AND LEGAL NOTICES.

40 cents per agate line.

GORHAM MANUFACTURING CO.
PREFERRED DIVIDEND No. 108.
The regular quarterly dividend of one and

Annalist Open Market Annalist Open Market

BANKS—Continued

Bid for	By	Offered	By
Seaboard	390	Clinton Gilbert	410
State	290	"	Clinton Gilbert
Second National	425	"	"
Twenty-third Ward	290	"	"
Union Exchange Bank	190	"	Clinton Gilbert
Washington Heights	225	"	"
Yorkville	450	"	"

TRUST COMPANIES

Bankers	315	Clinton Gilbert	325	Clinton Gilbert
Brooklyn	470	"	480	"
Central Union	315	"	325	"
Columbia	275	"	285	"
Commercial	145	"	"	"
Empire	300	"	"	"
Equitable	270	"	280	Clinton Gilbert
Farmers Loan & Trust	320	"	330	"
Fulton	270	"	"	"
Guaranty	285	"	288	Clinton Gilbert
Hudson	160	"	"	"
Kings County	630	"	690	Clinton Gilbert
Lawyers Title Ins. & Trust	115	"	125	"
Manufacturers	195	"	205	"
Metropolitan	240	"	250	"
Mercantile	57	"	300	"
N. Y. L. Ins. & T.	475	"	525	"
New York	395	"	"	"
People's	27	"	"	"
Title Guarantee & Trust	270	"	280	Clinton Gilbert
U. S. Mortgage & Trust	375	"	385	"
United States	790	"	815	"

INSURANCE STOCKS

American Alliance	270	Webb & Co.	280	Webb & Co.
City of New York	195	"	205	"
Continental	85	"	88	"
Franklin	85	"	"	"
Great American	230	"	262	"
Hanover	85	"	95	"
Home Fire Insurance	515	"	525	"
Do rights	175	"	180	"
Niagara Fire	130	"	138	"
North River	35	"	"	"

PUBLIC UTILITIES

Adirondack Power & Light	10	MacQuoid & Coady	13	MacQuoid & Coady
Do pf.	48	"	73	"
American Gas & Elec. (450)	190	"	95	"
Do pf.	335	"	345	"
American Light & Traction	85	"	85	"
Do pf.	75	"	75	"
American Power & Light	57	"	60	"
Do pf.	57	"	60	"
Haton Rouge El. pf.	63	Stone & Webster	68	Stone & Webster
Carolina Power & Light	28	MacQuoid & Coady	32	MacQuoid & Coady
Cities Service	241	H. L. Doherty & Co.	64	H. L. Doherty & Co.
Do pf.	63	"	64	"
Do pf.	30	"	31	"
Columbia Elec. pf.	57	Stone & Webster	57	Stone & Webster
Commonwealth P. R. & L.	9	MacQuoid & Coady	12	MacQuoid & Coady
Do pf.	12	"	12	"
Connecticut Power pf.	12	Stone & Webster	72	Stone & Webster
East Texas Elec.	67	"	72	"
Do pf.	66	"	72	"
El Paso Elec.	85	"	88	Stone & Webster
Federal Light & Traction	5	MacQuoid & Coady	8	MacQuoid & Coady
Do pf.	40	"	45	"
Galveston-Houston Electric	25	Stone & Webster	64	Stone & Webster
Do pf.	60	"	64	"
Mississippi River Power	11	"	13	"
Do pf.	50	"	62	MacQuoid & Coady
Northern States Power	75	MacQuoid & Coady	78	MacQuoid & Coady
Do pf.	75	"	78	"
Northern Texas Elec.	68	Stone & Webster	72	Stone & Webster
Do pf.	64	"	68	"
Pacific Gas & Elec. 1st pf.	77	MacQuoid & Coady	80	MacQuoid & Coady
Do pf.	77	"	80	"
Republic Ry. & Light	18	"	24	"
Do pf.	18	"	24	"
Southern California Edison	91	"	98	"
Do pf.	10	"	11	"
Standard Gas & Electric	10	"	11	"
Do pf.	10	"	11	"
Tampa Electric	161	Stone & Webster	111	Stone & Webster
Tenn. Ry. L. & Power	4	MacQuoid & Coady	1	MacQuoid & Coady
Do pf.	1	"	3	"
United Light & Railways	15	Steinberg & Co., St. L.	15	Steinberg & Co., St. L.
United Light & Railways 1st pf.	18	MacQuoid & Coady	23	MacQuoid & Coady
Western Power	38	"	60	"
Do pf.	38	"	60	"

INDUSTRIAL AND MISCELLANEOUS

Albany & Susquehanna R. R.	135	A. M. Kidder & Co.	155	A. M. Kidder & Co.
Atlanta & Charlotte Air Line	125	"	145	"
Am. Stamping & Enamel	63	James J. Boyle	72	James J. Boyle
Do pf.	75	"	85	"
Amer. Chicle	22	Williamson & Squire	68	Williamson & Squire
Do pf.	62	"	68	"
Amer. Stove	120	Steinberg & Co., St. L.	127	Steinberg & Co., St. L.
Atlas Powder	118	Williamson & Squire	122	Williamson & Squire
Do pf.	74	"	76	"
Borden Co.	81	"	84	"
Do pf.	79 1/2	"	81 1/2	"
Brooklyn City R. R.	80	A. M. Kidder & Co.	4 1/2	A. M. Kidder & Co.
C. & E. Shoe pf.	80	James J. Boyle	88	James J. Boyle
Celluloid	130	Williamson & Squire	140	Williamson & Squire
Central Aguirre Sugar	46	M. Lachenbruch & Co.	49	M. Lachenbruch & Co.
Central Steel pf.	87	James J. Boyle & Co.	91	James J. Boyle & Co.
Central Coal & Coke	92	Steinberg & Co., St. L.	96	Steinberg & Co., St. L.
Childs	77	Williamson & Squire	80	Williamson & Squire
Do pf.	87	"	94	"
Cleveland & Pittsburgh R. R. 7 1/2	55	A. M. Kidder & Co.	58	A. M. Kidder & Co.
Cinchfield Coal	28	M. Lachenbruch & Co.	32	M. Lachenbruch & Co.
Columbia Sugar	11 1/2	"	12 1/2	"
Consolidated Coal	78	Steinberg & Co., St. L.	82	Steinberg & Co., St. L.

INDUSTRIAL AND MISCELLANEOUS—Continued

Dayton & Mich. R. R. pf.	62	A. M. Kidder & Co.	70	A. M. Kidder & Co.
Del., Hilldale & Southw. R. R.	70	"	70	"
Daniel Motor Truck pf.	29	James J. Boyle	25	James J. Boyle
D. L. & W. Coal	165	Williamson & Squire	175	Williamson & Squire
Du Pont Powder	145	"	155	"
Do pf.	75	"	77	"
Draper Corporation	123 1/2	Estabrook & Co.	129 1/2	Estabrook & Co.
Eastern Steel	70	Glidden, Davidge & Co.	80	Glidden, Davidge & Co.
Do pf.	70	"	80	"
Erie & Kalamazoo R. R.	65	A. M. Kidder & Co.	85	A. M. Kidder & Co.
Empire Steel & Iron	78	Glidden, Davidge & Co.	84	Glidden, Davidge & Co.
Do pf.	39	"	45	"
Erie Tire & Rubber pf.	25	James J. Boyle	35	James J. Boyle
Fall Motors	1 1/2	M. Lachenbruch & Co.	20	M. Lachenbruch & Co.
Do pf.	10	"	101	"
Fulton Iron pf.	127	Steinberg & Co., St. L.	130	Steinberg & Co., St. L.
Gillette Safety Razor	128 1/2	M. Lachenbruch & Co.	131 1/2	M. Lachenbruch & Co.
Hamilton-Brown Shoe	187	Williamson & Squire	192	Williamson & Squire
Hercules Powder	80	"	91	"
Do pf.	80	"	91	"
Hocking Valley Products, new	5	Glidden, Davidge & Co.	8	Glidden, Davidge & Co.
Inter. Shoe	155	Steinberg & Co., St. L.	160	Steinberg & Co., St. L.
Do pf.	105 1/2	"	105 1/2	"
K. C., Ft. S. & M. Ry. pf.	58	A. M. Kidder & Co.	62	A. M. Kidder & Co.
K. C., St. L. & Chi.	75	"	90	"
Lackawanna R. R. of N. J.	64	"	68	"
Lehigh Valley Coal Sales	67	Glidden, Davidge & Co.	68	Glidden, Davidge & Co.
Massillon Rolling Mills	205	James J. Boyle	220	James J. Boyle
Michigan Central R. R.	13	A. M. Kidder & Co.	109	A. M. Kidder & Co.
Minn., St. P. & S. M. L. L.	52	"	56	"
Mobile & Birmingham pf.	45	"	50	"
Mobile & Ohio R. R.	48	"	55	"
Morris & Essex R. R.	66	"	67	"
Nashua G. & C. per Co. 1st pf.	12	Estabrook & Co.	98	Estabrook & Co.
National Candy	67	Steinberg & Co., St. L.	68 1/2	Steinberg & Co., St. L.
Do 1st pf.	102	"	104 1/2	"
Do 2d pf.	90	"	92 1/2	"
New Jersey Zinc	127	Williamson & Squire	132	Williamson & Squire
N. Y. & Honduras Rosario	9	J. M. Leopold & Co.	11	J. M. Leopold & Co.
Oswego & Syracuse R. R.	70	A. M. Kidder & Co.	75	A. M. Kidder & Co.
Norton & Co. 1st pf.	99 1/2	Estabrook & Co.	102	Estabrook & Co.
Peoria & Bureau Valley R. R.	32	A. M. Kidder & Co.	35	A. M. Kidder & Co.
Pittsburgh, Beas. & L. E. R. R.	114	"	120	"
Pittsburgh, Ft. Wayne & Chi. Ry.	114	"	120	"
Rice-Stix Dry Goods	325	Steinberg & Co., St. L.	400	Steinberg & Co., St. L.
Do 1st pf.	100	"	103	"
Do 2d pf.	80	"	85	"
Royal Baking Powder	100	Williamson & Squire	110	Williamson & Squire
Safety Car Heating & Lighting	55	"	60	"
Santa Cecilia Sugar pf.	43	"	43	"
Savannah Sugar	44	"	40	"
Do pf.	44	M. Lachenbruch & Co.	55	M. Lachenbruch & Co.
Singer Manufacturing	147	Williamson & Squire	148	Williamson & Squire
Stollwerk Chocolate 1st pf.	94	Estabrook & Co.	98	Estabrook & Co.
Do conv. 2d pf.	95	"	100	"
Union Ferry	40	Williamson & Squire	45	Williamson & Squire
Union Twist Drill 1st pf.	94	Estabrook & Co.	98	Estabrook & Co.
Vandalia Coal pf.	43 1/2	J. M. Leopold & Co.	43	J. M. Leopold & Co.
Wagner Elec. Mfg.	43 1/2	Steinberg & Co., St. L.	43	Steinberg & Co., St. L.
Wayne Coal	2	J. M. Leopold & Co.	2 1/2	J. M. Leopold & Co.
Western Cartridge	230	Steinberg & Co., St. L.	240	Steinberg & Co., St. L.
White Rock Water	2	J. M. Leopold & Co.	2	J. M. Leopold & Co.

The Outlook for 1921

THE ANNUAL REVIEW of The Annalist, January 3, 1921, will be an authoritative survey for 1920 of the financial and commercial conditions in the United States and will present forecasts of authorities on the probable trend of financial, industrial and economic developments of 1921.

Expressions of opinion on the business activities of the past year and the prospects for the coming year will be contributed by

James B. Forgan, Chairman Board of Directors, First National Bank of Chicago.
George M. Reynolds, President, Continental & Commercial National Bank, Chicago.
Emory N. Clark, President, First and Old Detroit National Bank.
F. M. Prince, Chairman Executive Committee, First National Bank of Minneapolis.
John G. Lonsdale, President National Bank of Commerce, St. Louis.

Review of the past year and a survey of the coming year, by Alfred Dana Noyes, Financial Editor of The New York Times.

Wealth and income of the United States, by B. M. Anderson, Jr., Chase National Bank.

An article on cotton as it grows and a discussion of the raw product market, by Sol Wexler of J. S. Bache & Co.

Prospects for cotton goods in 1921, by Charles Bernheimer.

The worsted and woolen industries, by Alexander Walker, Vice President of Strong, Hewat & Co.

The building outlook for 1921, by Allen E. Beals.

Articles on the fundamental industries—steel, copper, shipping, oil and others.

Otto Kahn's views on taxation.

A chart of Stock Exchange averages for the last nine years—1912 to date.

A bond chart for the same years.

A chart of the Food Cost of Living—1914 to date.

Complete record of stock market transactions.

Full list of maturities.

THE ANNALIST'S Review will be of permanent value to all bankers, brokers, manufacturers, merchants, exporters and importers, for it will present, in a convenient form, the most important financial and commercial data of the year.

ANNUAL REVIEW

THE ANNALIST

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THE ANNALIST
TIMES SQUARE
NEW YORK

Shipping

Continued from Page 845

vision of the ruling of the Department of Justice imposing prohibition on American flag ships. No decision was reached and it is now thought that a special act of Congress will be necessary to right matters. Shipping men also filed their protest against the bill to prohibit immigration.

The poor condition of shipping was displayed clearly at this port last week. Liners were forced to leave with only part cargoes. Ships have come here from Philadelphia looking for additional freight, and it is said that a similar situation exists at Boston. The Shipping Board withdrew seventeen more of its vessels from operation and as-

signed them to caretakers. These hard times are gradually teaching the Shipping Board its fundamental mistakes. Some time ago it was announced that inefficient operators would be dismissed. Now it is learned a ruling is being discussed which would compel all operators of Government tonnage to strike a tentative revenue balance prior to sending any ship on a voyage, and if it cannot be shown that the vessel will break even on the voyage she will not be allowed to depart. Such a ruling, it is argued, would do much toward placing the Government's tonnage on a business-like basis.

Operators of tramp steamers are hard hit by existing conditions, and those who have invested in Shipping Board tonnage are feeling the slump in freights severely. It is said more companies

will soon follow the example of the American Star Line and ask for the appointment of a receiver rather than attempt to weather the adverse conditions. Some of these concerns have paid as high as \$1,000,000 on account of their purchases, but owing to lack of business have been unable to keep up these payments and have defaulted in the last two months.

Admiral Benson last week announced that after June 30, 1921, something over 300,000 tons of new ships will be completed for the account of the Emergency Fleet Corporation. In other words, three years after the armistice the Government will be building this much merchant tonnage. The prospects are not at all pleasing to the opponents of Government ownership.

Transactions on Out-of-Town Markets

Boston

MINING

Sales	High	Low	Last	Net
1,000 Alaska G. M.	87	82	87	-13
1,375 Ahmeek	44	40 1/2	41	-2 1/2
240 Allouez	18	15	15	-1 1/2
200 Algoma	20	20	20	-
915 Am. Zinc	54	54	54	- 1/4
145 Am. Zinc pf.	30	27	30	-
1,325 Anaconda	35	30 1/2	32	-3 1/2
1,395 Arcadian Con.	25	2	25	+ 1/2
3,945 Ariz. Com.	6 1/2	5 1/2	5 1/2	- 1/2
103 Bingham	9 1/2	9	9	-
10,790 Big Heart	2 1/2	2 1/4	2 1/4	- 1/4
4,350 Butte & Bal.	44	43	44	+0 1/2
5,665 Cal. & Ariz.	43	40	42	- 1/2
925 Cal. & Hcla	221	218	218	- 1/2
12,115 Carson Hill	13 1/2	12 1/2	12 1/2	- 1/2
195 Chino	30	17	17 1/2	- 1/2
600 Cliff	3	3	3	- 1/2
365 Centennial	6 1/2	6 1/2	6 1/2	- 1/2
5,490 Copper Range	26 1/2	25	26 1/2	+ 1/2
140 Daly-West	3 1/2	3 1/2	3 1/2	- 1/2
3,795 Davis-Dale	7 1/2	7 1/2	7 1/2	- 1/2
4,440 East Butte	7 1/2	7 1/2	7 1/2	- 1/2
850 Franklin	2 1/2	2 1/2	2 1/2	- 1/2
210 Greene Can.	18	16 1/2	17 1/2	- 1/2
10 Granby	19	19	19	- 1/2
270 Hancock	19	19	19	- 1/2
975 Helvetia	2	1 1/2	2	- 1/2
410 Indiana	50	40	40	-10
216 Insp. Copper	29 1/2	28	28	- 1/2
1,255 Island Creek	51	48	48 1/2	-2 1/2
65 Island Cr. pf.	7 1/2	7 1/2	7 1/2	- 1/2
2,405 Isle Royale	17	15 1/2	16	- 1/2
1,500 Kerr Lake	2 1/2	2 1/2	2 1/2	- 1/2
100 Keweenaw	1 1/2	1 1/2	1 1/2	- 1/2
530 Lake Copper	1 1/2	1 1/2	1 1/2	- 1/2
990 La Salle	1 1/2	1 1/2	1 1/2	- 1/2
250 Mason Val.	1	1	1	- 1/2
1,115 Mass. Con.	2 1/2	1 1/2	2 1/2	+ 1/2
3,310 M'flower O.C.	4	3 1/2	3 1/2	- 1/2
10 Miami	15	15	15	- 1/2
50 Michigan	15	15	15	- 1/2
1,305 Mohawk	44	42 1/2	42 1/2	- 1/2
2,585 N. Cornelia	14 1/2	13 1/2	14	- 1/2
690 New Idria	7 1/2	6 1/2	6 1/2	- 1/2
241 Nevada	8 1/2	8 1/2	8 1/2	- 1/2
127 New River pf.	8 1/2	8 1/2	8 1/2	- 1/2
1,590 Nipissing	7 1/2	7 1/2	7 1/2	- 1/2
9,850 North Butte	9 1/2	8 1/2	9 1/2	- 1/2
150 Ojibway	1 1/2	1 1/2	1 1/2	- 1/2
3,240 Old Dominion	15 1/2	15 1/2	15 1/2	- 1/2
465 Osceola	22 1/2	21 1/2	21 1/2	- 1/2
365 Pond Creek	13 1/2	13	13	- 1/2
955 Quincy	36	34 1/2	35 1/2	- 1/2
150 Ray Copper	1 1/2	1 1/2	1 1/2	- 1/2
1,527 St. Mary's Ld.	29	25 1/2	27 1/2	-1 1/2
2,465 Shannon	30	28	28	- 1/2
15 Shattuck	4 1/2	4 1/2	4 1/2	- 1/2
100 South Utah	30	30	30	- 1/2
1,045 Superior Cop.	3 1/2	3 1/2	3 1/2	- 1/2
2,310 Super. & Bos.	1 1/2	1 1/2	1 1/2	- 1/2
3,850 Trinity	38	35	38	+ 3
1,600 Treadwell	35	33	33	- 2
2,120 U. S. Smelting	33 1/2	31 1/2	31 1/2	- 2
452 U. S. Sm. pf.	41	40	41	+ 1/2
885 Utah Copper	48	45	47 1/2	- 1/2
5,455 Utah Apex	28	24	24	- 4
1,820 Utah Con.	35	3	3	- 3 1/2
4,465 Utah Metals	45	45	45	- 1/2
500 Winona	45	35	35	- 10
875 Wolverine	10	8 1/2	8 1/2	- 1 1/2

RAILROADS

Sales	High	Low	Last	Net
508 Boston & Alb.	123	120 1/2	122	+ 1/2
1,534 Boston Elev.	61 1/2	60	61 1/2	- 1/2
134 Bos. Elev. pf.	76 1/2	76 1/2	76 1/2	- 1/2
3,450 Boston & Me.	20	18 1/2	19 1/2	- 1 1/2
265 Bos. & Me. pf.	28	28	28	- 1/2
33 Bos. & Prov.	128	125	125	- 3
400 Bos. & Sub. El.	10	10	10	- 1/2
505 Bos. & Sub. El. pf.	1	1	1	- 1/2
1,070 Bos. & W. El. pf.	4 1/2	4 1/2	4 1/2	- 1/2
25 Chi. Junc. pf.	66	65 1/2	65 1/2	- 1/2
2,135 Me. Central	33 1/2	32	34	- 2
12 Me. Cent. pf.	36	36	36	- 1/2
2,300 N.Y. N.H. & H.	17 1/2	15 1/2	16 1/2	- 1 1/2
70 N.Y. & W. P.	74	74	74	- 1/2
339 Old Colony	62	62	62	- 1/2
10 Rutland pf.	18	18	18	- 1/2
1,378 West End	40	36	38 1/2	+ 1
115 W. End pf.	49	48	49	- 1

MISCELLANEOUS

Sales	High	Low	Last	Net
717 Am. Agr. Ch.	55 1/2	53 1/2	54 1/2	- 1/2
269 Am. Agr. Ch. pf.	81	78 1/2	80	- 1/2
2,550 Am. Oil & E.	2 1/2	2 1/2	2 1/2	- 1/2
3,300 Am. Pn. Ser.	1 1/2	1 1/2	1 1/2	- 1/2
875 Am. P. S. pf.	8 1/2	7 1/2	8	- 1/2
502 Am. Sugar	82 1/2	82	82	- 1/2
454 Am. Sug. pf.	160	160	160	- 1/2
5,700 Am. T. & T.	94 1/2	94 1/2	94 1/2	- 1/2
1,382 Am. Wool	60 1/2	57 1/2	59 1/2	- 1 1/2
351 Am. Wool pf.	91	88 1/2	91	- 1/2
179 Amoskeag	72	72	72	- 1/2
127 Amoskeag pf.	72	72	72	- 1/2
300 Anglo-A. Oil	15	10	10	- 5
10 A. G. & W. I.	100	100	100	- 1/2
130 Art Metal	13	12 1/2	13	- 1/2
570 Atlas Tech.	18	16 1/2	16 1/2	- 1 1/2
185 Beacon Check	4 1/2	4 1/2	4 1/2	- 1/2
11,590 Best. M. Fct.	70	60	65	+ 5
5,295 Century Steel	85	50	55	- 30
200 East Bos. L.	4 1/2	3 1/2	4 1/2	- 1 1/2
2,190 Eastern Mfg.	23 1/2	21	21 1/2	- 1 1/2
60 Eastern Mfg. pf.	16	16	16	- 1/2
5 East. S. S. pf.	72	72	72	- 1/2
787 Edison Elec.	157	151 1/2	152	- 1/2
2,325 Elder Corp.	16	15 1/2	16	- 1/2
300 End. Johnson	53	52 1/2	53	- 1/2
10 Fairbanks	45	45	45	- 1/2
215 Gen. Electric	119 1/2	119 1/2	119 1/2	- 1/2
910 Gorton P. Fish	9	9	9	- 1/2
7,000 Gray & Davis	11 1/2	9 1/2	9 1/2	- 2
45 Green T. & D.	35	34	35	- 1/2
1,040 Hendee Mfr.	14 1/2	13 1/2	14 1/2	- 1 1/2
10 Int. Butch.	4	4	4	- 1/2
390 Int. Ckt. M.	46	44	44	- 2
88 Int. Ckt. M. pf.	81	80	80	- 1
845 Int. P. Cem.	21 1/2	20 1/2	21 1/2	- 1
1,955 Int. Prod.	7 1/2	6 1/2	7	- 1/2
800 Int. Prod. pf.	20 1/2	20 1/2	20 1/2	- 1/2
1,000 Island Oil	4 1/2	4 1/2	4 1/2	- 1/2
859 J. T. Connor	12 1/2	12 1/2	12 1/2	- 1/2
1,030 Libby, M. & L.	11	11	11	- 1/2
433 Low's Thea.	12 1/2	12	12	- 1/2
314 Mass. Gas	79 1/2	78 1/2	79 1/2	- 1/2
585 Mass. Gas pf.	59 1/2	58 1/2	59 1/2	- 1/2

STOCKS

Sales	High	Low	Last	Net
280 McElwain pf.	91	80	90	- 11
107 Math. Alkali	18 1/2	18	18 1/2	- 1/2
3,675 Me. Inv. st.	19 1/2	17 1/2	17 1/2	- 2
30 Mullins Body	10 1/2	10 1/2	10 1/2	- 1/2
3,420 Nat. Leather	8 1/2	7 1/2	7 1/2	- 1
1,123 New B. Tel.	60	59	59	- 1
1,635 Orpheum Ch.	25	24	25	+ 1/2
65 Ohio B. & B.	10 1/2	9 1/2	10 1/2	+ 1/2
278 Pac. Mfg. Co.	14 1/2	14	14 1/2	- 1/2
134 Pacific Devel.	12 1/2	12 1/2	12 1/2	- 1/2
2,400 Parish & H.	12 1/2	11 1/2	11 1/2	- 1
1,275 P. A. Sugar	44 1/2	40	43 1/2	- 4 1/2
354 Pullman	102	97 1/2	100 1/2	+ 1 1/2
140 Reece Folding	3 1/2	2 1/2	2 1/2	- 1
55 Root & Van.	18 1/2	18 1/2	18 1/2	- 1/2
2,205 Siam Mfg.	7	5	7	+ 2
1,330 So. Phosphate	15 1/2	13	15 1/2	- 2 1/2
100 Stewart Mfg.	27 1/2	27	27 1/2	- 1/2
2,178 Swift & Co.	100 1/2	98	100 1/2	- 2 1/2
1,059 Swift Int.	20	20 1/2	20 1/2	- 1/2
285 T. G. Plant pf.	88 1/2	85	85 1/2	- 3 1/2
73 Torrington	55	52	52 1/2	- 2 1/2
230 United Drug	92	92	92 1/2	- 1/2
42 U. Dr. Int. pf.	43 1/2	42 1/2	42 1/2	- 1/2
934 U. Twist Dr.	21 1/2	21 1/2	21 1/2	- 1/2
630 United Fruit	18 1/2	18 1/2	18 1/2	- 1/2
20,641 U. Shoe M.	33 1/2	32 1/2	33 1/2	- 1/2
767 U. Shoe M. pf.	24 1/2	24 1/2	24 1/2	- 1/2
75 U. S. Steel	80 1/2	78 1/2	78 1/2	- 2
6,330 Ventura Oil	17 1/2	16 1/2	16 1/2	- 1
2,465 Walcott	17 1/2	16 1/2	16 1/2	- 1
1,383 Walth. Watch	16 1/2	15 1/2	15 1/2	- 1
800 Warren Bros.	19 1/2	19 1/2	19 1/2	- 1/2
40 W. Bros. 2d pf.	25	25	25	- 1/2
1,080 Walworth Mfg	15	14 1/2	14 1/2	- 1/2
10 Wickwire	19	19	19	- 1/2

BONDS

Sales	High	Low	Last	Net
80,000 Am. T. & T.	73 1/2	72	72 1/2	- 1 1/2
1,000 A. T. & T.	70	70	70	- 1/2
11,000 A. G. & W. L.	69 1/2	69	69	- 1/2
20,000 Butte Elec.	72	71 1/2	72	- 1/2
9,000 Carson Tel.	90	90	90	- 1/2
3,000 C. B. & Q.	45	45	45	- 1/2
2,000 Chi. Junc. pf.	77 1/2	77 1/2	77 1/2	- 1/2
1,000 Mass. Gas	83 1/2	83	83 1/2	- 1/2
36,000 Miss. R. P.	75	74	74	- 1
10,000 N. E. Tel.	80 1/2	80	80	- 1/2
5,000 N. Y. N. H.	87	87	87	- 1/2
4,000 Pond Creek	96	96	96	- 1/2
40,000 Swift & Co.	80 1/2	79	79	- 1 1/2
42,000 West Tel.	58 1/2	57 1/2	57 1/2	- 1

Chicago

STOCKS

Alice	High	Low	Last	Change
135 Ajax Rubber.	25 1/2	25	25 1/2	..
100 A. Deck & C. pf.	77	77	77	..
210 A. Deck & Cohn	21	21	21	..
100 Am. Radiator	65 1/2	64	65 1/2	+ 1/2
90 Am. Shipbldg.	78	78	78	..
12,400 Armour & Co.	82 1/2	79 1/2	81 1/2	- 3/4
3,364 Armour Lth.	12 1/2	12 1/2	12 1/2	..
901 Arm. Lth. pf.	87 1/2	87	87 1/2	- 2
50 Beaver Board	32 1/2	32 1/2	32 1/2	..
225 Booth. Plac.	3 1/2	3 1/2	3 1/2	- 1/2
2,700 Brimco Motor	9	8 1/2	8 1/2	- 1/2
40 Bunte Bros.	12 1/2	12 1/2	12 1/2	- 1/2
2,820 Case Plow.	6 1/2	5	6	- 1/2
800 Case 2d pf.	54 1/2	49 1/2	49 1/2	- 5
325 Chi. City Ry.	4 1/2	4 1/2	4 1/2	..
200 Chi. Elev. Ry.	4 1/2	4 1/2	4 1/2	..
4,258 Chi. C. & C. pf.	3 1/2	3 1/2	3 1/2	+ 1 1/2
100 Chi. Elev. pf.	3 1/2	3 1/4	3 1/2	- 1/4
1,154 Chi. Ry. Ser. I.	10	10	10	- 1
1,154 Chi. Ry. Ser. II.	2	2	2	..
90 Chi. Title & T. 202	200	200	202	- 3
2,238 Con. Edition 102	101	102	102	..
4,245 Cont. Motors.	5 1/2	5	5 1/2	- 1/4
110 Cudahy Pac.	57	54 1/2	54 1/2	- 1 1/2
225 Cudahy & Cof. St.	15	15	15	- 3
121 Gann. Match	96	95 1/2	96	- 1/2
200 Godechaux Sug.	20 1/2	20 1/2	20 1/2	- 1/2
308 Gt. L. D. & D.	58 1/2	57	57	- 1/2
865 Hartman ..	70	69	70 1/2	+ 1 1/2
400 Hupp Motor	64 1/2	64 1/2	64 1/2	..
75 Hupp Motor	64 1/2	64 1/2	64 1/2	..
500 Hol. St. L. Sug.	8	8	8	- 1/2
150 Kan. City Ry. pf.	2	1	2	..
2,206 Libby ..	11 1/2	10 1/2	11 1/2	..
353 Lindsay Lth.	3 1/2	4	4 1/2	- 1/2
2,225 Sweet Lth. pf.	14 1/2	14 1/2	14 1/2	..
1,250 Midway U. L.	24	22 1/2	23	- 1/2
2,223 Mitchell Motor	4	3 1/2	4	- 1/2
6,600 Mont. Ward.	14 1/2	12 1/2	13 1/2	- 1/2
290 Mont. Ward. of.	92 1/2	88 1/2	88 1/2	- 4
100 M. Ward. B. Co.	45	45	45	..
2,400 O. Lehigh ..	8	7 1/2	7 1/2	- 1/2
250 Orpheum Cig.	24 1/2	24	24 1/2	+ 1 1/2
9,005 Piggy Wig.	11 1/2	10	10 1/2	- 1/2
125 People's Gas.	33	29 1/2	33	- 1 1/2
440 Pick. A.	21	20 1/2	21	- 1/2
353 Pilsner Beer	82	81	81 1/2	- 1/2
295 Quaker Oats	148	148	148	..
796 Quaker Oats, pf.	82 1/2	81	82 1/2	+ 1 1/2
2,150 Roe Motor ..	18	17	17	- 1/2
100 Sears-Roebuck	96 1/2	85	92	+ 4
3,350 Shaw ..	53 1/2	51	52 1/2	+ 1 1/2
1,000 Shaw-Warner	165	165	165	..
900 Shaw-Warner	26 1/2	24 1/2	25 1/2	- 1
100 Swift & Co., 101	97 1/2	96	96	- 1/2
100 Swift Int'l ..	25 1/2	24 1/2	24 1/2	- 1/2
950 Tempt. C. & F.	23 1/2	22 1/2	23 1/2	+ 1 1/2
1,000 Thompson ..	23 1/2	22 1/2	23 1/2	+ 1 1/2
4,400 U. S. Nat. Card	44 1/2	44 1/2	44 1/2	..
3,385 U. Iron Wks. 11	10	10	10	- 1/2
100 Vivaudou ..	7 1/2	7 1/2	7 1/2	..
610 Wahl Co.	38	36	36	- 1 1/2
100 Waldorf ..	16 1/2	16 1/2	16 1/2	- 1/2
2,340 West. Nat. Card	47 1/2	47 1/2	47 1/2	..
300 Wilson & Co.	38 1/2	37 1/2	37 1/2	- 1/2
758 Wrigley	70	70	70	..

Causes Leading to the Decline in Our Farming Population

Government Figures Show That on 8,712 Farms, Located in 28 Representative Districts in the United States, the Labor Income From 1914 to 1918 Averaged Less Than \$500 a Year, the Lowest Amounting to \$49, or Less Than a Truck Driver's Weekly Wage

In THE ANNALIST of Dec. 20 Professor Hobson told of the serious decline in our farming population. He discusses in the following article the causes that are leading to a situation that, by carefully compiled Government figures, is shown to be growing more menacing each year.

By ASHER HOBSON,

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IT is a matter of common knowledge to those acquainted with the economics of agricultural production, that the cash earnings among farmers is small; so small as to be almost unbelievable to the city dwellers whose knowledge of farming consists of that gained from the stories of the huge profits to be made from a few hens, an acre of ground and the exhilarating atmosphere of the country. Numerous State Agricultural Experiment Stations as well as the United States Department of Agriculture have for the past decade kept detailed records of the earnings of many farms in various sections of the country. A study of the results of these investigations give one a fairly accurate idea of the income-producing capacities of farms and farmers in general. In order to interpret and summarize these surveys it is necessary to note the following characteristics of the business of farming:

(1) The home as a place to live, and the farm as a place of work are inseparable parts of the same unit. This fact complicates matters when one attempts to compare the income from the farm with the income of other occupations and professions.

(2) Every member of the household above ten years of age and of normal physical and mental ability contribute in most cases toward the performance of the farm work.

(3) The usual thing is for the farmer to be a combined capitalist and laborer. His earnings come from both sources.

In view of the above characteristics, special methods and special terms have been devised for measuring the income of the farmer. The two measures most commonly used are "farm income" and "labor income."

By farm income is meant the difference between receipts and expenses. It represents the amount of money available for the farmers' living above the value of family labor, provided he has no interest to pay on mortgages or other debts.

DIVIDING THE FARM INCOME

Labor income is the amount the farmer has left for his labor after 5 per cent. interest on the farm investments is deducted from the farm income. It represents what he earns as a result of his year's labor, after the earning power of his investments has been deducted. As a means of ascertaining the farmers' earnings, we are now interested in the item of labor income. That is, we wish to know how much the farmer has left from his yearly receipts in payment for his own labor after he has paid all operating expenses, not including interest, but including wages at the going rate to members of his family for work of an agricultural nature, actually performed, and after allowing 5 per cent. interest on his investment. In all fairness it will be granted that the members of the farmers' family should be allowed pay for their work equal to that which they could earn by working on the farm of a neighbor; and, furthermore, the farmer should be allowed the conservative interest rate of 5 per cent. on his investment. If his farm is mortgaged he undoubtedly pays this or a higher rate of interest. It must be kept in mind that interest on borrowed capital is not deducted as a part of operating expenses, but must be paid out of this interest allowance.

The detailed studies made by the United States Department of Agriculture on 8,712 farms located in twenty-eight representative districts, widely scattered, during the period from 1910 to 1918, show that there were more districts in which the labor income averaged less than \$500 per year than there were districts where it averaged above this amount. In view of the fact that these areas

were chosen because they were representative of specific types of farming, and further, that many of these studies were conducted for a series of years on the same farms, it is safe to say that they fairly represent the average income. Figures gathered prior to 1915 showed an average labor income of less than one-half this amount.

RETURN FOR LABOR

It is interesting to note that of the districts studied the one having the highest labor income was Sumter County, Georgia, for the year 1918. Here the 280 farms surveyed averaged labor incomes of \$1,817. Cotton is the explanation. The lowest incomes were found where the initiated would expect to find them, namely, in the new and unsettled districts. In this instance they were in the cut-over land of the Lake States. Here the average labor income amounted to only \$49 for the year 1914, on the 801 farms on which the records were kept, a sum about equal to the present weekly wage of a truck driver in the City of New York.

These figures call for further explanation. They invite contradiction as they stand.

"It can't be so," says popular impression. "Farmers and their families cannot live on such meager allowances, yet they do live, and no small number of them do so in such a way as to reflect prosperity."

In this connection it must be remembered that in addition to the labor income, the farmer receives without money cost those things which the farm furnishes directly toward the family living. These items include a house to live in, fuel if cut from the farm, garden and orchard products in great variety—if the farmer provides them—milk, butter, eggs, and such other supplies as are in evidence on every reasonably well-operated farm. In these items rests, to no small degree, the secret of the farmers' apparent prosperity. In a majority of instances these items which the farmer receives without money cost have a greater value than has the money income which his energies yield. If such were not the case, our agricultural class would be composed largely of those who are unable to do other than submit to a poverty-stricken existence.

Detailed studies carried out by the Federal Department of Agriculture in fourteen widely scattered districts, in as many States of the Union, show that for the years 1913 and 1914 the farm contributed food, fuel, and shelter to the family living directly, without money cost, to the value of \$424 per year. This, it should be noted, was the farm value. The same items would probably have double that value if purchased in the city. Furthermore, it is safe to say that because of increased prices since 1914, the value of these same items would be to the farmer at present in excess of \$600 per year.

A RAY OF SUNSHINE

The same studies showed that the farmer expended, during a year of that period, \$218 for food, fuel, and shelter. Hence, it can be said that the farm contributes, on an average, to the living of the farm family, without money cost, about two-thirds of the food, rent, and fuel required by an average family. It is reasonable to suppose that, although the value of the items have gone up since these studies were made, the fraction is representative for present conditions:

In order to make the farmers' income comparable with that of urbanites, it is necessary to admit two other meager rays of sunshine in an attempt to dispel the gloom of a low labor income.

The first ray is contained in the allowance which is given the farmer (in figuring labor income) to pay the members of his family who actually performed agricultural labor. This allowance is not actually paid out, but remains in the family coffers and may be added to labor income, to be considered as part of the fund at the disposal of the farm family. It is regretted that one must add the pessimistic remark that this allowance is rather small.

The second beam of sunshine is that of the 5 per cent. interest allowance on capital invested. This beam is large, small, or nil, depending en-

tirely upon the amount of actual indebtedness which must be supported by this allowance. If the farmer is mortgage-free—an unwarranted assumption—this interest fund also remains in the family pocketbook. Taking the industry as a whole, some portion of the interest allotment is available for living expenses.

Now I hear the rising protest, in the light of the above explanations, to my previous contention that the low returns from farming were driving people to the city. Some may think that a cash income of say \$500 per year, plus two-thirds of the food, fuel, and shelter consumed, furnished free of money cost, together with a small income from family labor and earnings from capital, make a fund to be coveted.

INCREASE FARMERS' PROFITS

Brief consideration will convince one that \$500 or even \$1,000 per year is a meager sum with which to purchase at city prices, medical care and attendance, education, a religious environment, household conveniences, recreation facilities, to say nothing of travel and the multitude of other expenses incident to the rearing and maintenance of a family according to the provisions of an acceptable American standard of living. The reverse side of the picture is the long hours, and the necessity of family labor which is, in itself, of doubtful public welfare value.

It may be contended that living conditions in the country are due in a large measure to a near-antagonistic attitude on the part of the farmer himself toward those household comforts, and improved living conditions which are considered essential in the city, but which he himself does not have. This issue may be dismissed, I believe, with the statement of fact that in those agricultural districts where the inhabitants have enjoyed unusual agricultural advantages, and as a result of these advantages have made larger returns than is common, or in those instances where farmers have made larger returns by means of superior ability, one finds in use those conveniences of living which make life bright and attractive.

In conclusion, it should be noted that in the clamor for cheaper foods—a worthy end—it can hardly be expected that the farmers' present income be made to contribute toward this result. The hope must lie in other channels, of which more efficient and cheaper methods of production, together with less expensive and improved methods of distribution are probably the most promising.

Rather than lowering prices by decreasing the farmers' profit it is as highly important that ways and means be devised for increasing these profits, if even the present number of people are to be induced to fix their attention on producing foods for the non-food-producing multitude.

Change in Italian Money Orders

THE Postmaster General has issued an order that on and after Dec. 15, 1921, the amount of international money orders drawn on Italy shall be expressed in dollars and cents only and not, as heretofore, in lire. On such orders the Italian Government will pay the market value in lire. Under the old rule the remitter to Italy bought lire with dollars, obtaining them at a fixed rate of 20 lire to the dollar, which made the cost of the lire 5 cents, against an open market quotation of about 3½ cents.

Trust Companies Increasing

THE eighteenth annual edition of "Trust Companies of the United States" has just been issued by the United States Mortgage and Trust Company of New York, and President John W. Platten, in reviewing the year's record, says:

"The fiscal year covered by this edition has again witnessed a marked progressive tendency within the ranks of these institutions. The total resources of the 2,241 trust companies reporting show the impressive total of over \$12,451,000,000, increase of \$1,300,000,000 over last year's figures and \$6,100,000,000 greater than five years ago. In total resources New York State leads with \$3,600,000,000, or 28 per cent. of the trust company resources of the country."

Interior Banks Important Link in Our Foreign Trade

Continued from Page 808

crease local prosperity, the interior banker should spread far and wide the fact—supported by simple illustrations—that domestic prosperity is absolutely dependent upon the marketing abroad of the surplus of American products. The extension of export credits by Edge law corporations will enable Europe to buy American wheat, rye, corn, meats, pelts and wool, as well as many classes of manufactured goods.

A recent analysis of the cargo carried by a United Fruit liner sailing from New Orleans to

South American ports showed that practically every community in the United States, manufacturing or agricultural, had some part in the production of the cargo sent out in this steamer. Hardware factories in thousands of small towns are dependent upon our export trade. Agriculture is interested not only in the direct export of raw products, but it has a very great interest in the export of manufactures produced in America from farm products such as cotton goods and tobacco manufactures of all kinds.

It need hardly be pointed out that the success of our foreign trade depends to a greater extent upon the bank than upon any other single agency at the command of business. It has been truthfully said that the international bank of today is the outpost of business, and the rôle of the interior bank is certainly equally important. Between them—the interior bank and the international bank—they must translate our business ways to the foreign buyer and seller, and translate the ways of the foreign buyer and seller to us.

Latest Earnings of the Railroads

Compiled from Monthly Reports of Revenues and Expenses to Interstate Commerce Commission

Month of October, 1920.				NAME OF ROAD.	Average Mileage.	Ten Months of Calendar Year, 1920.			
Gross Revenue.	Increase.	Operating Income.	Increase.			Gross Revenue.	Increase.	Operating Income.	Increase.
\$1,035,801	806,159	\$78,310	\$161,837	Alabama Great Southern.....	313	\$9,482,185	\$992,524	\$1,810,707	\$631,179
20,812,087	2,586,560	3,740,260	*1,437,830	Atchafalaya, Topeka & Santa Fe.....	8,830	176,553,300	31,730,702	21,896,355	*9,841,163
4,386,512	826,295	770,542	*57,280	Atlantic Coast Line.....	4,880	59,866,285	8,050,551	2,577,064	*2,965,249
25,015,395	4,097,626	3,367,998	330,502	Baltimore & Ohio.....	5,153	187,589,296	36,061,575	13,378,080	*10,346,060
2,154,631	911,703	817,202	508,421	Bessemer & Lake Erie.....	225	12,600,170	1,433,929	2,684,716	*44,518
8,713,545	1,489,350	113,152	*1,110,080	Boston & Maine.....	2,304	71,722,729	12,047,407	14,432,004	*8,951,850
2,491,443	937,311	562,431	508,106	Buffalo, Rochester & Pittsburgh.....	580	5,437,974	5,327,129	1146,182	569,498
2,246,462	293,942	9,008	*130,090	Central of Georgia.....	1,924	21,135,713	3,445,200	1233,325	*1,582,052
5,050,906	1,573,494	115,270	283,577	Central of New Jersey.....	686	11,836,692	1,863,586	14,912,552	*7,168,993
900,117	134,557	103,801	*63,234	Central New England.....	301	6,025,184	407,849	11,125,354	*1,594,932
725,475	165,588	96,833	*50,254	Central Vermont.....	413	5,913,472	1,086,134	11,280,807	*545,965
10,075,590	3,304,013	2,554,300	2,080,106	Chesapeake & Ohio Lines.....	2,520	73,044,113	12,598,804	7,127,430	*2,605,333
3,112,401	683,164	407,725	302,094	Chicago & Alton.....	1,050	24,675,202	3,554,506	946,925	*295,678
1,198,030	614,607	513,747	161,880	Chicago & Eastern Illinois.....	1,130	24,893,897	3,951,406	304,163	142,172
1,499,825	545,590	372,675	173,353	Chicago & Erie.....	269	10,490,954	1,870,590	984,398	*195,050
17,739,416	3,486,828	2,976,951	216,601	Chicago & Northwestern.....	8,405	136,952,506	20,587,267	3,294,165	*10,997,888
18,919,313	2,637,757	3,237,074	*502,460	Chicago, Burlington & Quincy.....	9,370	115,688,275	23,182,517	10,456,028	*14,546,341
2,426,958	180,632	344,379	*179,361	Chicago Great Western.....	1,498	19,799,261	1,444,395	11,794,854	*3,856,739
17,499,474	2,700,838	2,415,092	241,876	Chicago, Milwaukee & St. Paul.....	10,611	138,776,614	13,715,722	12,863,292	*8,266,069
983,753	111,219	114,026	*77,611	Chicago, Rock Island & Gulf.....	461	5,482,459	1,439,847	880,137	310,393
13,199,481	1,826,922	1,646,182	*55,411	Chicago, Rock Island & Pacific.....	7,662	112,620,287	20,842,338	2,439,405	*7,828,010
1,184,708	365,889	550,503	115,974	Chicago, St. Paul, Minneapolis & Omaha.....	1,740	26,282,972	3,600,841	1,876,805	*727,059
1,879,815	497,224	197,017	239,960	Cincinnati, New Orleans & Texas Pacific.....	338	17,211,270	3,916,115	3,167,098	2,512,298
8,989,924	1,520,942	1,868,775	*247,458	Cleveland, Cincinnati, Chicago & St. Louis.....	2,409	73,440,786	12,879,678	9,818,590	*3,281,084
1,780,122	583,218	620,676	454,269	Colorado & Southern.....	1,099	12,690,243	1,809,824	1,505,546	*46,890
1,219,250	465,097	309,891	33,749	Delaware & Hudson.....	881	35,734,659	6,736,792	1,120,148	*1,115,434
8,806,825	2,435,203	1,250,028	284,441	Delaware, Lackawanna & Western.....	956	64,840,464	5,463,856	1,304,860	*8,745,447
4,055,960	578,410	1,051,363	109,532	Denver & Rio Grande.....	2,585	32,090,330	5,069,700	4,504,630	*328,811
1,414,918	811,266	701,390	550,375	Duluth & Iron Range.....	298	10,065,045	2,067,274	4,300,095	1,088,697
2,819,901	380,661	1,619,414	261,018	Duluth, Missabe & Northern.....	406	17,813,621	*885,162	8,931,224	*2,598,667
1,399,750	231,743	426,702	181,273	El Paso & Southwestern.....	1,027	11,949,887	1,488,906	2,001,239	*703,194
2,800,343	1,057,452	1,010,282	1,166,789	Elgin, Joliet & Eastern.....	836	20,279,449	1,151,155	4,269,160	1,074,94
11,579,587	2,827,600	429,042	*48,457	Erie Railroad.....	1,989	87,664,562	11,614,558	10,684,276	*11,186,886
1,078,117	365,008	100,988	*41,789	Florida East Coast.....	764	10,959,309	2,699,228	2,109,998	1,147,381
1,330,621	271,401	101,470	*70,750	Fort Worth & Denver City.....	454	10,542,920	1,453,775	975,437	*1,643,655
2,974,925	1,057,111	514,628	39,128	Galveston, Harrisburg & San Antonio.....	1,384	21,252,003	3,711,233	843,426	*2,190,645
981,489	169,319	95,672	40,696	Grand Rapids & Indiana.....	589	7,881,008	1,046,890	1,383,694	979,837
1,727,069	451,722	307,018	*132,212	Grand Trunk Western.....	350	14,358,204	2,866,659	1,018,788	*1,649,466
13,261,977	1,471,678	2,204,083	*904,900	Great Northern.....	8,171	102,049,090	13,023,786	1,523,477	*12,012,758
2,068,630	619,217	306,158	*224,136	Gulf, Colorado & Santa Fe.....	1,907	21,927,618	4,701,305	1,072,487	*2,911,323
1,373,544	350,112	207,949	*38,129	Houston-Texas Central.....	915	9,620,229	2,035,478	120,296	*905,447
14,671,030	3,896,166	1,713,753	715,340	Illinois Central.....	1,799	118,706,590	29,035,968	1,230,213	*3,613,980
1,126,767	682,429	122,378	270,279	Indiana Harbor Belt.....	120	7,480,658	2,033,377	11,944,314	*1,448,501
2,442,224	1,077,763	626,640	746,480	International & Great Northern.....	1,159	15,757,190	4,015,170	1,475,676	570,522
2,126,779	967,520	521,252	124,649	Kansas City Southern.....	779	16,190,923	3,830,374	2,176,409	636,048
1,134,894	139,580	90,548	*121,311	Lake Erie & Western.....	738	9,612,857	1,501,633	167,473	*318,283
8,486,513	2,276,487	1,287,044	817,466	Lehigh Valley.....	1,435	60,203,480	6,823,643	16,635,266	*9,949,102
2,325,877	471,624	117,229	*5,409	Long Island.....	398	21,805,205	1,002,404	142,323	*3,154,322
11,592,765	1,141,856	618,968	*1,202,476	Louisville & Nashville.....	5,040	103,636,508	14,592,699	233,324	*9,355,952
1,930,400	353,297	312,067	*123,980	Los Angeles & Salt Lake.....	1,168	16,871,749	2,791,164	3,109,168	317,551
2,239,932	945,254	211,326	311,137	Maine Central.....	1,216	17,220,615	2,773,460	12,023,130	*1,092,420
9,106,911	12,872,264	2,080,940	*247,620	Michigan Central.....	1,862	72,691,227	7,953,353	6,508,783	*9,170,989
1,790,976	330,889	197,538	*71,168	Minneapolis & St. Louis.....	1,646	13,873,352	2,721,022	11,070,501	*1,324,218
5,392,980	890,970	707,083	*83,064	Minneapolis, St. Paul & Sault Ste. Marie.....	4,243	39,357,892	*4,105,037	1,189,327	*3,697,083
11,715,986	2,317,481	1,604,700	223,303	Missouri Pacific.....	7,300	95,660,483	18,778,054	1538,393	*7,018,257
1,826,051	214,784	11,506	30,724	Mobile & Ohio.....	7,165	15,392,092	2,650,495	1,622,700	*900,692
969,389	191,432	122,837	*256,460	Morgans Louisiana & Texas R. R. & S. S. Co.....	400	9,475,711	2,141,943	737,192	*13,058
2,307,000	448,363	146,101	*229,032	Nashville, Chattanooga & St. Louis.....	1,247	20,415,596	4,130,867	1,402,471	*1,124,905
38,219,522	9,013,650	6,067,081	484,129	New York Central.....	6,069	302,245,348	44,028,706	3,063,966	*38,723,702
2,492,530	534,947	334,273	*64,582	New York, Chicago & St. Louis.....	575	22,979,250	3,314,181	4,175,103	6,717
12,407,605	2,060,842	659,453	*1,033,309	New York, New Haven & Hartford.....	2,902	103,107,732	16,032,588	13,811,440	*12,128,056
1,145,641	251,691	98,539	118,632	New York, Ontario & Western.....	569	10,589,315	1,303,545	136,557	*1,014,706
741,306	5,514	10,433	*83,389	New York, Philadelphia & Norfolk.....	121	6,693,888	*140,734	1645,754	*1,501,355
9,336,496	1,876,807	1,085,119	*47,363	Norfolk & Western.....	2,198	69,019,932	5,537,291	13,466,200	*12,484,073
699,722	31,238	15,021	*82,932	Norfolk Southern.....	944	6,544,357	1,190,792	1,490,814	*580,426
12,032,973	1,329,934	2,299,466	*646,352	Northern Pacific.....	6,655	91,694,489	8,462,977	1,677,327	*9,513,202
802,854	128,992	106,029	*62,379	Northwestern Pacific.....	536	6,722,211	1,258,972	1,252,910	272,554
1,529,174	577,614	1,025,552	*218,429	Oregon Short Line.....	2,358	37,197,148	5,578,120	8,031,255	*928,534
1,465,811	120,182	173,771	*169,146	Oregon-Washington R. R. & Nav. Co.....	2,223	27,676,513	1,071,791	1,439,787	*2,502,144
914,358	213,229	44,491	*116,461	Panhandle & Santa Fe.....	857	7,624,251	2,502,970	1,695,005	*513,702
60,603,431	13,490,606	1,833,600	1,495,732	Pennsylvania Railroad.....	7,250	456,155,874	44,007,876	148,215,951	*76,408,860
4,332,742	793,452	812,519	*269,822	Père Marquette.....	2,238	33,888,564	4,922,243	3,137,342	*3,798,745
10,583,898	3,306,143	2,670,486	1,403,680	Philadelphia & Reading.....	1,126	74,869,828	13,827,761	1,791,901	*4,437,272
4,655,113	2,369,030	1,785,125	1,573,913	Pittsburgh & Lake Erie.....	224	27,630,836	4,036,326	1,057,460	*4,022,878
11,636,306	2,705,926	929,125	1,274,498	Pittsburgh, Cincinnati, Chicago & St. Louis.....	2,383	87,111,429	9,191,383	13,424,645	*13,424,645
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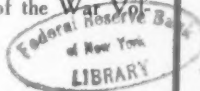
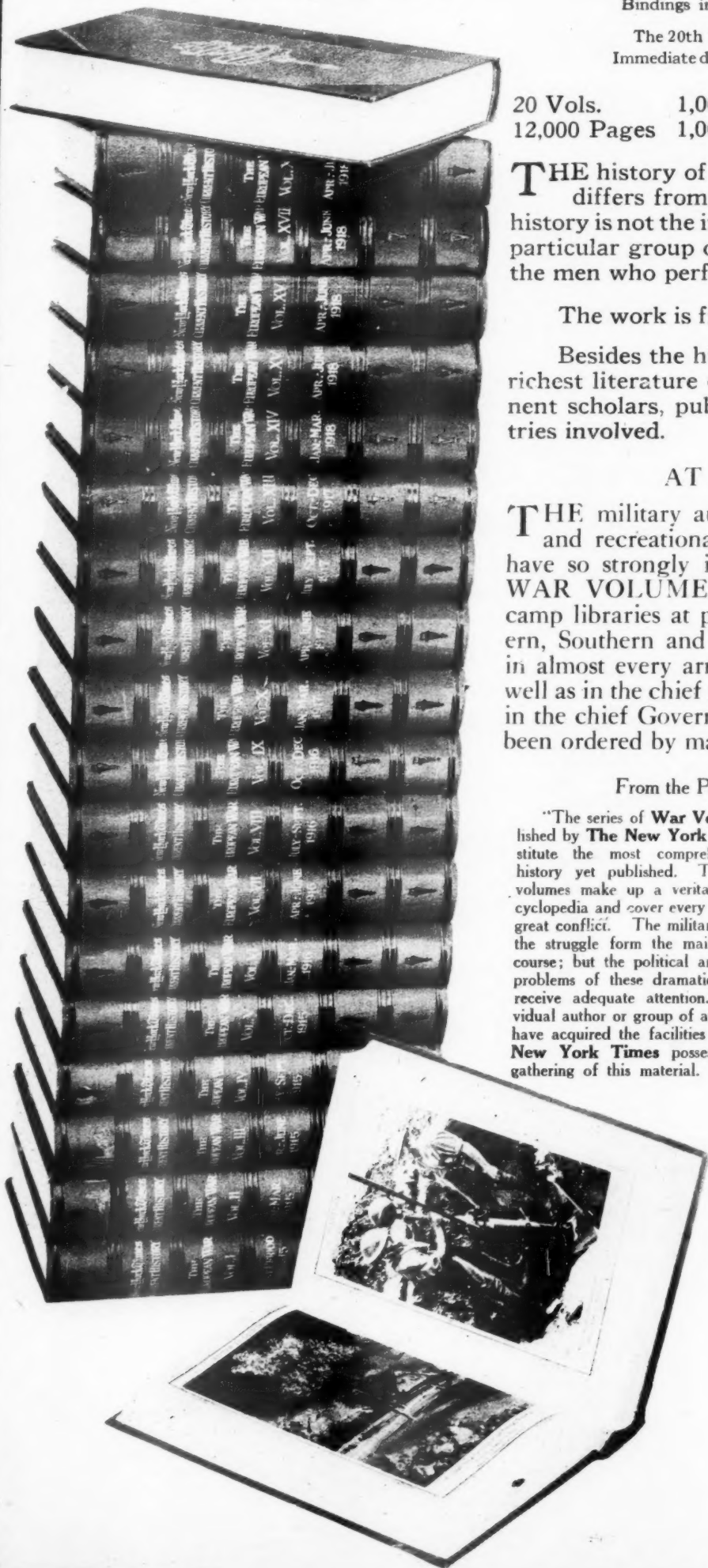
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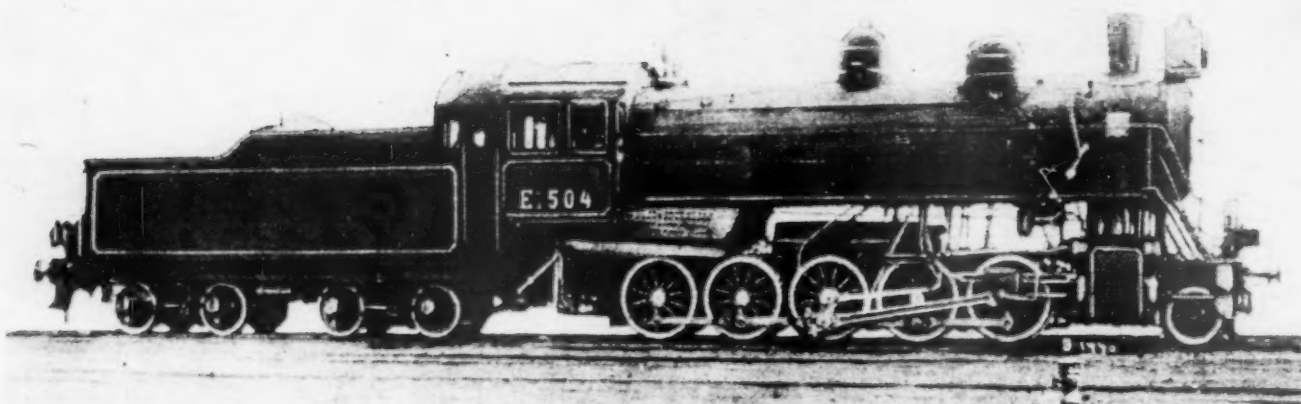


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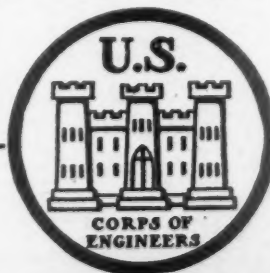
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